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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 93

NOVEMBER 30, 1935

Number 22

*Better Sausage and Specialties
When your binder comes from here!*



When you use NUSOY—The Super-Absorbent Binder—you are assured of finest results *always*. This is a strong claim, and we are prepared to back it up with strong facts.

NUSOY is made by a patented, exclusive process. No other sausage flour has the advantage of being produced by this method. NUSOY has proved its ability with a record of success extending more than three years. NUSOY is used by prominent packers throughout the industry.

There are definite, sound reasons for the success of NUSOY. It improves

the quality and flavor of meat loaves, sausage, chili con carne and any other specialty in which it is used. It retains the natural juices of the product, ordinarily lost during processing, and gives tremendous increases in yields. It improves the appearance and keeping qualities of the product.

NUSOY is produced in a \$500,000 plant, backed by an alert, progressive organization with the confidence in its product to say "NUSOY must make good or we will!" Order a bag today!

American
SOYA PRODUCTS CORP. *Evansville,
Indiana*

*A New Development in Eliminating
Air during the Processing of
Canned Meat Specialties*



**"BUFFALO"
Vacuum
Mixer**

MEAT canners who have experienced trouble with air pockets in processing luncheon meats, ham, sausage and other specialties, will find the solution to this difficulty by the use of the "BUFFALO" Vacuum Mixer.

Tests made by several large packer-meat canners have proven that vacuum mixing, by preventing air from

being incorporated with the meat during the mixing operation, eliminates all air pockets, maintains color and flavor and reduces spoilage to a minimum.

The "BUFFALO" Vacuum Mixer is capable of a 28" vacuum. Fitted with air-tight cover; top and sides of machine rigidly braced. Made in all sizes.

Write for detailed information and prices.

JOHN E. SMITH'S SONS CO.

BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment

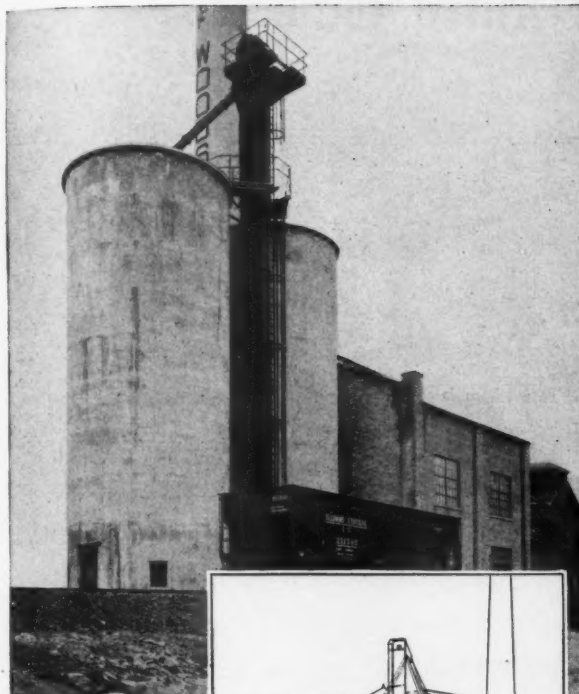
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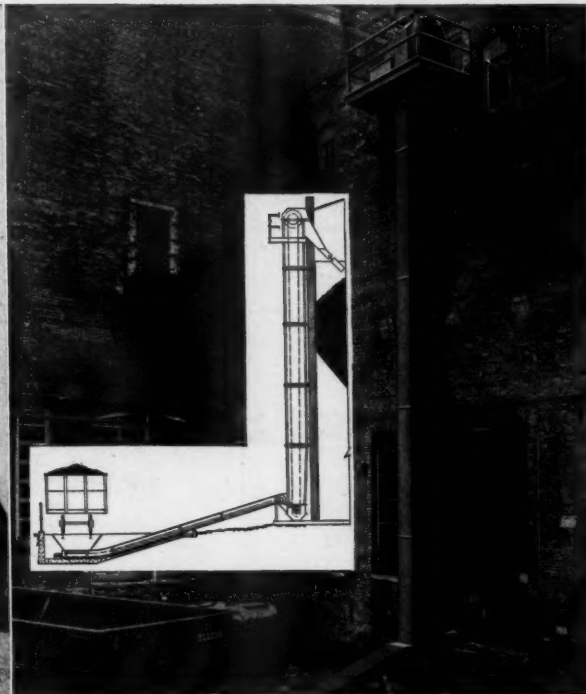
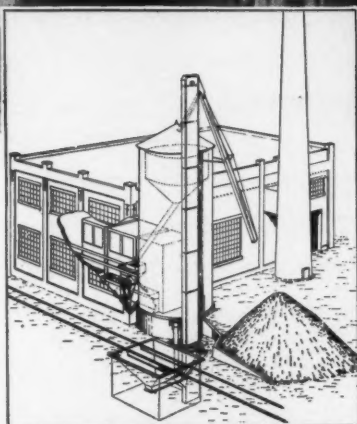
ECONOMIES

in Mechanical Coal and Ashes Handling



THE "SILO SYSTEM"

Boiler houses, new or old, need only be large enough to house the boilers and auxiliary apparatus when the Link-Belt "silo system" is used. Coal is dumped onto a hopper under the track and elevated by a bucket elevator to a live storage hopper inside the silo. From here it is taken by gravity to a traveling weigh larry and delivered to the stoker hoppers. Coal in excess of live storage overflows the hopper and is stored in the silo until needed.



Another simple coal handling installation of moderate size for taking coal from railroad cars to overhead bunkers.

SOME plants are burdened with unnecessary coal and ashes handling costs because of old-fashioned methods of handling coal from railroad cars to the boiler room and of ashes disposal. They are losing money through failure to invest in coal and ashes handling equipment which would pay for itself out of savings.

A number of simple, low-cost Link-Belt systems, such as illustrated on this page, are available. In many cases they can be fitted into existing conditions in old plants with little or no boiler room alteration.

Investigate the possibilities for savings in your plant. Call in an experienced Link-Belt engineer.

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LINK-BELT COMPANY

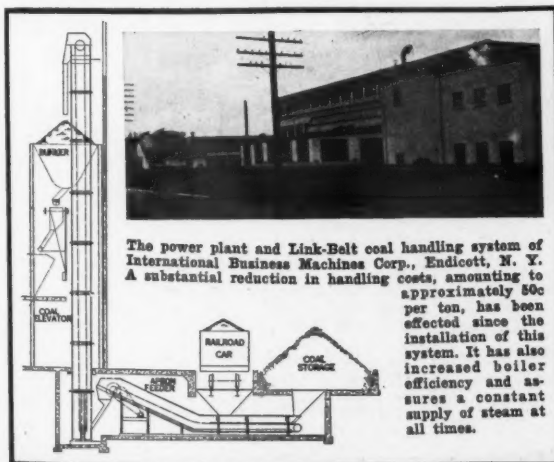
The Leading Manufacturer of Equipment for Handling Materials and Transmitting Power

CHICAGO
ATLANTA

PHILADELPHIA
SAN FRANCISCO

INDIANAPOLIS
TORONTO

Offices in Principal Cities



The power plant and Link-Belt coal handling system of International Business Machines Corp., Endicott, N. Y. A substantial reduction in handling costs, amounting to approximately 50c per ton, has been effected since the installation of this system. It has also increased boiler efficiency and assures a constant supply of steam at all times.

LINK-BELT

The National Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

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NOVEMBER 30, 1935

Number 22



Member



Audit Bureau of Circulations
Associated Business Papers
Official Organ Institute of American
Meat Packers.
Published weekly at 407 So. Dearborn
St., Chicago, Ill., by The National
Provisioner, Inc.

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Yearly Subscription: U. S., \$3.00;
Canada, \$5.50 (includes duty); for-
eign countries, \$6.00. Single copies,
25 cents.

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Provisioner, Inc. Trade Mark regis-
tered in U. S. Patent Office. Entered
as second-class matter, Oct. 8, 1919,
at the post office at Chicago, Ill.,
under act of March 3, 1879.

Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
service address The National
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vice, 407 S. Dearborn St., Chicago.

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CLOTHES *make the man*



The
PACKAGE
makes the product

Package Designing
and **MULTI-COLOR PRINTING**

by
DANIELS
RHINELANDER, WISCONSIN

Fine appearance catches the eye, creates an obvious impression of quality. And it's quality that sells meat products! A DANIELS wrap provides package identification for your products, gives attractive appearance, distinguished individuality, and a quality appeal that builds sales!

Whether your packaging problems concern themselves with greaseproof, glassine, transparent cellulose or any other material, DANIELS can serve you. You can centralize your packaging responsibility in the DANIELS plant, with the assurance that our designing, testing, engraving and printing experts will serve you perfectly—and reduce your packaging costs! **Write for details!**



TURNOVER! Say—the only turnover your product gets is when we dust it!

Discouraging? Yes. But more important, it is a signal that something is probably wrong at the point of sale.

If this happens in the merchandising of your product, has it occurred to you that we might be able to help you find out the reason why?

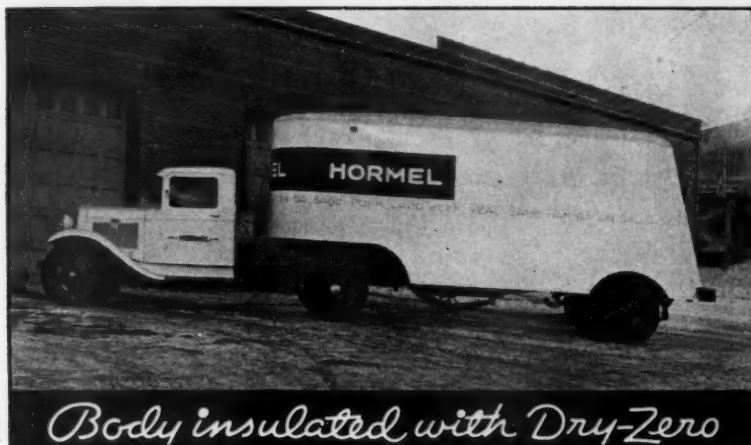
We have practically grown up with package merchandising. We have seen many problems

solved and had a share in their solving. This accumulated experience is yours without obligation. But if yours is a new problem, you will find us ready and willing to work with you in solving it.

A letter to us may help you solve your problem. Address the Sales Promotion Department of the American Can Company, 230 Park Avenue, New York City.

AMERICAN CAN COMPANY
230 Park Avenue, New York

Listen to
BEN BERNIE
"and all the lads"
TUESDAY NIGHT
N.B.C. WJZ NETWORK
9 P.M., E.S.T.



Body insulated with Dry-Zero

Insulation must pay its way

Insulation should not be put into the truck walls merely to give it a free ride. It should pay its own way in refrigeration savings.

If you don't care about your refrigeration costs, just don't bother to put any insulation in your truck. If you can stand the expense of excessive refrigeration you will be able to keep the load cold. But if you want to keep refrigeration costs as low as possible you will install Dry-Zero Insulation. This insulation investment pays for itself by the saving in refrigeration. You get ample dividends every year the truck runs. Investigate Dry-Zero for the important job of insulation.

Dry-Zero cuts your costs

Insulation affects two costs . . . the ton-mile expense, and the refrigeration expense. Besides protecting perishables Dry-Zero keeps these two costs low.

Dry-Zero Insulation saves on ton-mile expense because it is so light that it decreases the deadweight of the truck. Dry-Zero also saves on refrigeration expense, because it is both an efficient and a permanent insulant. It keeps heat out of your truck and continues to do so with its original efficiency. Engineers give Dry-Zero Insulation a rating of .24 B.t.u. Use this insulation in your next truck and save money.



Book Tells the Story

The streamlined semi-trailer shown above was built for G. A. Hormel & Co., Austin, Minn., by R. H. Gray Body Co. of Austin.

A prime specification in this modern job was light weight and safety, plus insulation. Dry-Zero Insulation (which is both light in weight and highly efficient) was used to help achieve this. Three inches were used in the roof, 2½ inches in sides and ends.

This is another example of Dry-Zero's use to achieve high efficiency in a refrigerated truck. There is no mystery about the reason for the choice of Dry-Zero for so many high efficiency trucks. It is all explained in the book shown here. Write and get a copy for yourself. It is free. Just ask for the "Plan Book."

Dry-Zero Corporation, 222 North Bank Drive, Chicago, or 687 Broadview Ave., Toronto, Ontario.

Tell Your Body Builder to Give You Advice and Costs on Dry-Zero

DRY-ZERO

REG. U.S. PAT. OFF.

The Most Efficient Commercial Insulant Known

Dry-Zero Standard Blanket ★ Dry-Zero Sealpad ★ Dry-Zero Insulated Tarpaulin ★ Dry-Zero Pliable Slab

Week ending November 30, 1935

Page 7

Quality Counts!

Dependable Selection
Uniform Quality
Prompt Service

Armour's
BEEF - HOG - SHEEP
CASINGS

Always the Best

ARMOUR AND COMPANY

CHICAGO

THE NATIONAL Provisioner

Volume 93

THE MAGAZINE OF THE

Number 22

Meat Packing and Allied Industries

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SELLING *Sausage* AT A PROFIT

● Means Educating the Consumer
on Its Many Varieties and Food Values

SAUSAGE CONSUMPTION will increase when a better job of sausage merchandising is done by more manufacturers of sausage.

Meat merchandisers all agree on this point. They know sausage is always their "one best bet," their quickest money-maker when made right and sold right.

Their job is to educate the consumer. The average housewife knows too little about sausage, its nutritive and economical values. Any sausage merchandising plan will fail if education of the housewife on sausage varieties and values is neglected.

Tell Them More About It

What sausage education the consumer has received has been largely along lines of one or two items. It is no wonder, therefore, that the great majority of them think of sausage in limited terms, and have no idea of the many varieties and specialties.

Little has been done specifically in describing frankfurts, bologna, and other staples and specialties.

Minced ham is taken for granted. It is one product housewives invariably ask for when planning a quick meal on a hot day.

But seldom has she been told that fried minced ham is an excellent dish on a cold day.

Baked meat loaf of good quality is delicious when served cold. Housewives appreciate this. But few know this product when steamed is equally delicious on a cold winter morning.

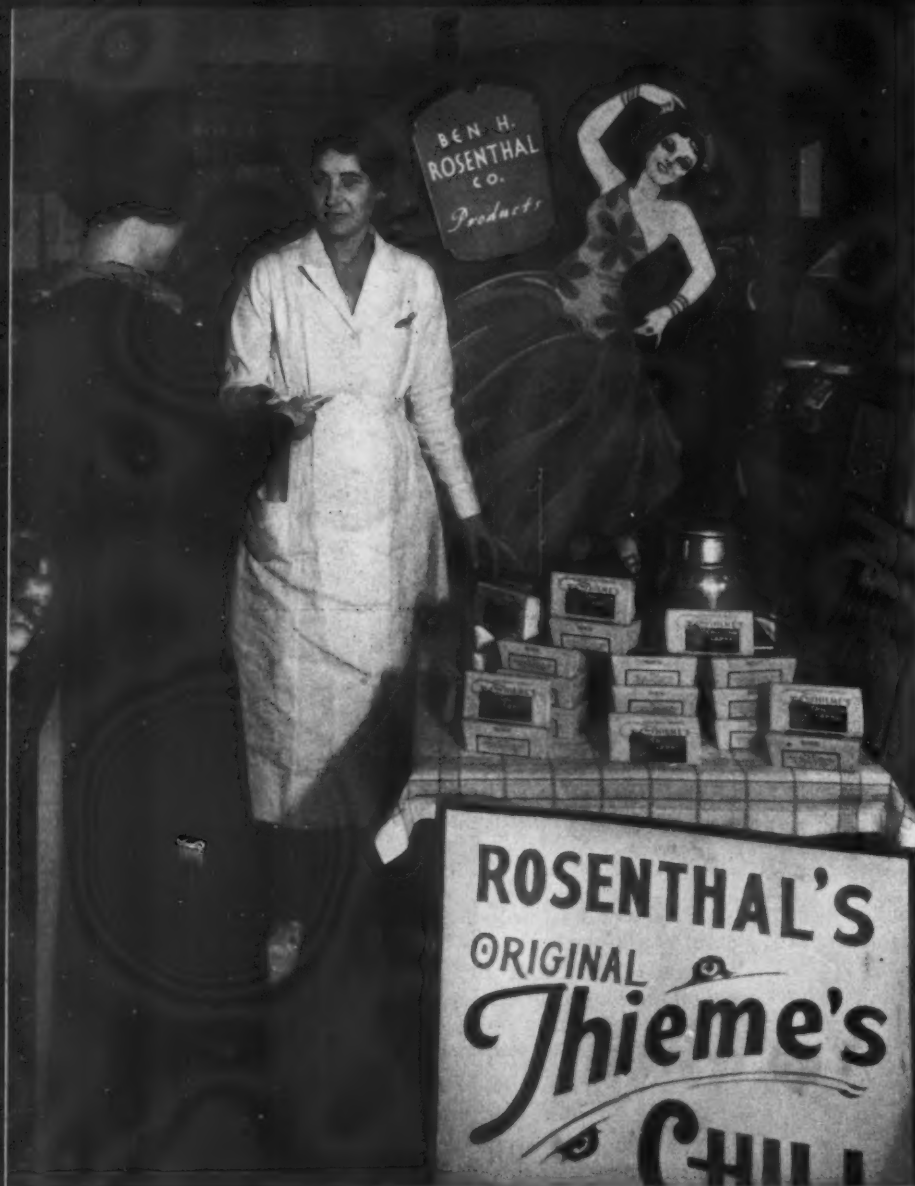
Wants Food Information

The housewife wants to know what's inside the casing or package. And why shouldn't she? She has been fooled often, and has become skeptical. Cheap sausage has been on the market so long that a new generation of meat eaters must be convinced that quality sausage is available—products that are economical, savory and possess high food value.

For a sausage manufacturer to say merely that

KNOWS WHAT SHE BUYS.
Customer learns to identify quality product by the brand name on the carton, or printed on casings or wrappers. (Photo Visking Corp.)





he makes quality sausage is not enough these days. Quality frankfurts can be purchased in some stores for less money than is asked for many other kinds of meat in markets that give good values.

Today, to do a good sausage merchandising job, the consumer must be told what sausage is made of and how. It must be honestly labeled and it should be guaranteed to the limit. This is where identification through the package or printed casing or label comes in.

Packers and sausage manufacturers will never get an adequate portion of the consumer's food dollar until they stop the practice of producing sausage to meet the other fellow's price. The housewife who buys sausage never will come back for more if she is not convinced she is getting good value for her money.

Ways to Educate Consumer

Educating the consumer on sausage varieties and values may be done effec-

tively in a number of ways. The Visking Corporation several years ago originated the "Taste It" plan for use in retail stores. This is familiar to most retailers and sausage manufacturers. Its value in educating consumers and increasing consumption of quality sausage depends on the extent to which it is used. Sausage manufacturers, through their salesmen and with advertising, should encourage and if necessary aid retailers to use something like this "Taste It" plan regularly.

Encouraging organizations of women to visit the sausage manufacturing plant and see for themselves the care, skill and experience required to produce quality sausage has been of considerable value in many larger communities as a means of building consumer demand for identified products.

Demonstrations offer another opportunity to contact housewives personally and to get over to them in a convincing manner the important selling points of an identified product. Demonstrations

EDUCATING THE HOUSEWIFE.

Store demonstrations increase sausage sales. How a Texas sausage manufacturer built up his business.

may be as modest or as elaborate as the sausage manufacturer chooses to make them. Quite often, however, they have the greatest value when they are arranged for in advance and are made before specific groups of women. Obviously the results will depend in large measure on the abilities of the demonstrator.

Demonstrations Build Business

One successful example of sales building through the use of demonstrations is that of Ben H. Rosenthal of Dallas, Tex., who recently opened a new plant and went out after business on a quality basis, backed by good merchandising. He conducts demonstrations regularly, and gives them much of the credit for building sausage volume in a territory where cut-price competition has been severe.

He sells the housewife on sausage by proving its quality, and aids dealers throughout his territory accordingly.

The program is carried out in towns of from 1,000 to 10,000 population in a trade territory within 250 miles of the plant. The fact that 90 per cent of Rosenthal's sausage business comes out of these smaller towns is good evidence of the value of this plan as a profitable volume builder.

"We have a woman demonstrator who spends all of her time arranging and putting on demonstrations before church groups, parent-teachers' associations and clubs in these smaller cities," says Ben Rosenthal. "These affairs usually include a luncheon or supper, and we provide the amount of sausage necessary to serve the group.

(Continued on page 58.)

Here and There IN A Program FOR MEAT

That the wide variety of activities carried on by the National Live Stock and Meat Board bring a better knowledge of meat to dealers, students and consumers generally is shown by the illustrations on the opposite page.

These show meat research work in progress, a typical retail meat dealer audience attending a meat lecture-demonstration, home economics meat identification and judging contests, an intercollegiate meat judging contest, a vocational agricultural meat identification contest, and a judging committee at work in connection with quality and palatability investigations in meat.



Bureau of Home Economics, U.S.D.A. and State Colleges and Universities Establish New Uses for Lard



New Meat Merchandising Methods Presented to 39,463 Retail Meat Dealers During the Year



College Home Economics Students Participate in Intercollegiate Meat Identification and Judging Contests



Judging Committees at Colleges and Universities Record Findings on Quality and Palatability in National Meat Investigations



Eleven Colleges and Universities Compete in Intercollegiate Meat Judging Contests

Students of Vocational Agriculture From Twenty States Compete in Meat Identification Contest



Don't Have to Pay Processing Tax Before Filing Suit

COLLECTION of AAA processing taxes—already seriously impeded by lower court injunctions—was further checked this week when the U. S. Supreme Court ordered the government to cease collecting taxes from eight Louisiana rice millers.

The court granted an injunction that will stand until it decides a petition raising the question of a taxpayer's right to sue to restrain collection of a tax he believes unconstitutional. The court will hear arguments on the petition on December 16, and a decision is expected simultaneously with that on the Hoosac Mills case. Meantime the millers will pay the tax into a depository named by the court.

If the court finally rules that taxpayers may sue to restrain enforcement of the tax, processors will not have to sue for recovery of taxes already paid the government, or prove at the same time that they have not passed taxes on.

Don't Have to Pay Before They Sue

The court, in effect, has ruled against the government contention that taxpayers must pay first and try to recover taxes later. Such procedure was specifically provided in the AAA amendments, but processors have argued that the provision prohibiting refunds, if the taxes had been passed on, made this guarantee without value.

The court's action was similar to that of lower courts, and strengthened the injunctive relief they have granted to hundreds of packers and other processors. Some observers predicted it would result in almost universal application for injunctions by processors.

While all processors have not obtained injunctions, the volume of processing tax collections has been cut sharply during past seven or eight months. During the four-month July to October period processing tax collections totaled only \$51,322,597, against \$178,658,534 during the corresponding period last year. Tax collections during October amounted to \$10,467,049, against \$54,714,990 in October, 1934.

AAA Belittles Ruling

"The Department of Agriculture does not attach any significance," said Martin G. White, solicitor of the Department of Agriculture, "so far as constitutionality of the Agricultural Adjustment Act is concerned, to the action of the Supreme Court in issuing a temporary injunction against collection of taxes on processing of rice pending hearing on appeal. The question in this case is not whether the processing tax on rice, or the Agricultural Adjustment Act as a whole, is constitutional or unconstitutional. The ques-

tion is whether the district court correctly decided that it had been deprived of jurisdiction to entertain a suit to enjoin the collection of processing taxes by article 3224 of the revised statutes and section 21 (a) of the Agricultural Adjustment Act as amended. A reversal of the decision would only have the effect of sending the case back for a determination by the district court of the constitutionality of the processing tax on rice under the Agricultural Adjustment Act, as amended on August 24, 1935.

"This action of the Supreme Court will have no effect on the availability of funds to meet contract payments," added Mr. White, "since such funds are advanced by the Treasury out of the general funds of the Treasury to meet the current needs of the Agricultural Adjustment Administration."

Packers Intervene in Hoosac Case

Attorneys representing the Hygrade Food Products Corp. and two other processors have requested the Supreme Court to allow them to intervene in the Hoosac Mills case, because of similar cases of their own in lower courts. They characterize the AAA as the counterpart of the NRA, declared invalid in the Schechter poultry case. Counsel for a Midwestern farmers' association sought permission to join with the government in the case.

Other developments of the week included granting of a preliminary injunction restraining collection of processing taxes from the Cudahy Packing Co. The federal district court at Chicago, in granting the injunction, ordered tax money held in escrow.

A government motion for dismissal of injunction proceedings brought by the Kohrs Packing Co., Davenport, Ia.; Dubuque Packing Co., Dubuque, Ia.; Iowa Packing Co., Des Moines, Ia.; Roberts & Oake, Marshalltown, Ia., and six other processors was denied in federal district court at Des Moines, Ia.

Restraining orders under which collection of AAA taxes is prohibited, and money impounded by the court, were continued indefinitely in 41 cases which came before the federal district court at Wichita, Kans.

MORE LABOR ACT CASES FILED

A number of complaints charging violation of the Wagner labor act, and involving employer-employee relations in almost all types of industry, have been docketed by the National Labor Relations Board. Practically every kind of "unfair labor practice" forbidden by the act is included in cases being heard.

No complaints were filed with the

board for some time after passage of the act, but it is now reported the board has decided to go ahead as though there was no doubt of constitutionality of its powers. First cases filed were against transportation companies unquestionably subject to interstate commerce powers of congress in at least some aspects of their business.

It is not believed likely that any test cases on the constitutionality of the act will reach the Supreme Court for several months, perhaps too late for decision before the fall of 1936. The board's orders may be reviewed by circuit courts of appeals, but direct appeal to the Supreme Court is not permitted.

PACKER BUYS PRIZE BEEF

Another packer joined the ranks of those stimulating the production of better livestock by the coming farmers of America when Sioloff Packing Co. of St. Louis bought the grand champion steer at the twelfth annual producers' 4-H and vocational baby beef clubs show, held at National Stock Yards, Ill. The calf, a purebred Angus named "Frisky," weighed 965 lbs. and was sold for \$1.10 per pound, the Sioloff company paying a total of \$1,061.50 for the animal. The per pound price was 27½¢ higher than that paid for the champion a year ago. The calf was raised and fed by Luella Padgett, a 15-year-old 4-H club girl from Kellerville, Ill., and was purchased by Ray Muckerman for the Sioloff company. Special quarters have been built for this fancy beef, which will be on display for some time before slaughter.

TO COMPEL DISCOUNT REPORTS

Recommendations that special discounts or allowances made by manufacturers to chain stores and other large buyers be promptly reported to the Federal Trade Commission are contained in the commission's annual report for submission to congress, issued this week. The commission also recommends repeal of a section of the law with reference to amount of discrimination involved in quantity pricing.

PACKERS' SALES INCREASE

Dollar sales of packinghouse products during October were 8½ per cent greater than in September and 18 per cent greater than a year ago, according to the monthly survey of the Federal Reserve Bank of Chicago. Packers' sales tonnage expanded more than normally in October over September, and was only 13½ per cent lower than in 1934. Production at inspected establishments was within 11 per cent of 1925-34 average. Payrolls for last week in October showed a gain of 2 per cent in employees, 6½ per cent in hours worked and 8 per cent in wage payments over September.

A Page
for the

Packer Salesman



Better Salesmen

One Answer to Packer's Sales Problem Is Discovered Out in the Field

BY PACKER SALES MANAGER.

THE morning's mail brought the usual mechanical answers to our queries of a few days before. "Competitors underselling us on sausage"; "unseasonable weather"; "salty hams"; "farmers have no money"; "mines closed"; "boiled hams falling apart," etc.

Two-thirds of the way down the pile, and out popped a letter which started out something like this: "Don't know what others are getting; haven't had time to find out."

Attached to this letter was his daily sales report, which disclosed a fine increase for the week and a substantial accumulative increase over the year.

Down at the bottom of the report were these words: "Why don't you ever come down and spend a few days with me? Come next week, I want you to make the South trip, and the time is ripe to do some good."

This man had been with the company nearly a year, and the writer had not met him. He had done such a good job of selling in comparison to other salesmen that we did not feel additional expense on his territory was justified. He was disappointed because I did not make this trip with him.

Discovering a Salesman

A few months later it was convenient to stop off in a small town which he would make that day. The clerk in the hotel told me he would stop there for his mail first, and that he would not miss 2:30 p. m. by ten minutes. I waited in the lobby. Finally, within a few minutes of his schedule, a car stopped across the street and a very striking personality pushed through the door of the hotel.

"Little late today, Jim," he said to the clerk. "Business looking better though. Going to have a real week this week."

"There's a gentleman waiting to see you, Mr. Mack."

"Is this Mr. Stewart?" he inquired, whereupon I told him it was. He couldn't believe it possible that someone "from the office" had really come down to see him.

"How long can you stay with me," said he. "Fine, we'll go out and get a couple of orders seven miles east of

town, come back, finish up here, get the mail out and then we will get down to business. How's things with the other boys?"

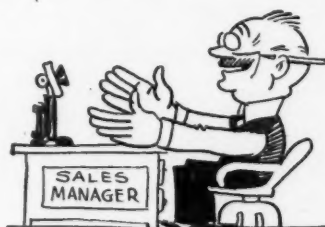
He excused himself to read the mail, cleaned up a bit and we were off to the country.

I had met the best salesman I had contacted in years.

He Was on the Job

He had "the floor" in every store and market where we called. His customers respected him. He was their purchasing agent rather than someone who came in to sell them something.

They asked his advice and accepted it, because it was logical and honest. He was well posted, and capitalized on the information and ideas he possessed



by their practical application to his customer's needs. In other words, he placed himself on the other side of the counter.

Price was seldom mentioned, other than in an incidental way; never in comparison with his competitor. Business always came first, and every customer, as well as the clerks in the store, knew him as "the busiest salesman they knew."

If the customer was busy, or there were several salesmen ahead of him, he would excuse himself to come in later on. Even if it was his last call in the town, his customer never knew it.

If business was not up to standard that day, it was his fault, and he checked up on himself—took an inventory that very night.

He could sell anything, because he knew the customers who could use the product and those who could not. The common methods of "special offer for this week," and manufactured high-pressure schemes to inflate the tonnage with no thought of return to the customer, had no place in his selling technique.

Real Definition of Salesmanship

The two days I spent with this salesman proved conclusively to me that I

had found the real definition of salesmanship—the ability to create a desire, to want the thing you have to sell.

It also changed my point of view, and my idea that it was money wasted to spend time with a successful salesman, and that this time and money should be applied to those whose tonnage was not satisfactory.

I learned more as a result of visiting this salesman and meeting his customers than I had learned in two years of calling on salesmen in the lower tonnage brackets.

It gave me something to think about. It gave me some practical ideas to pass on to the other men. It convinced me that the place to learn about sales is at the point of sale, and that the customer's problem is our problem and must be faced as such.

Finally, the more time we invest in successful salesmen, the better will be our equipment to help the less successful salesmen, and we will encourage rather than destroy their initiative and effectiveness.

We have now improved our merchandising because of the closer and more frequent contacts with our successful salesmen.

HOLIDAY MEAT SALES

It is not too early at this time for packer salesmen to commence to plan to get more than their usual quotas of holiday meat sales. Enthusiasm retailers to talk up ham or roasts for the Christmas dinner, and meat for gifts, is much more constructive than worrying about the inroads poultry is going to make on meat sales or assuming that meat volume will fall off during the holiday season this year because this always has happened previously. History does not always repeat itself.

Encourage retailers to dress up their stores for the Christmas and New Year season, to stock meats in holiday packages for home consumption and gifts and to solicit customers early for meats for the Christmas dinner, the holiday party lunch, etc. Show your customers how to make attractive displays of meats suitable for the Christmas dinner and how to solicit the housewife for an order of meats for the holidays.

Chances for increasing holiday season meat sales are good enough to justify spending some extra time and effort along this line.

Do the salesmen on your staff read this page?

Practical Points for the Trade



Making German Ham

A Western packer would like to know how to make German ham. He asks:

Editor THE NATIONAL PROVISIONER:

Can you furnish us with directions for making German ham? We believe we can sell some of this product in territory we have recently opened up.

Since these hams are not cooked before they are eaten, all packers operating under federal inspection must follow B.A.I. rules (see below) for uncooked pork in making them. (Copy of rules on application.) The way they make them in Germany is as follows:

Only hams with a pink meat color are chosen. They should weigh about 18 lbs., and are long cut with some of loin end on. Hip bone should be removed.

For curing use a mixture of 25 lbs. of salt and 4 oz. of sodium nitrate, or prepared curing mixture. This mixture is rubbed into the ham, especially the skin side, for about 5 minutes. Press some of salt into leg bone at cut. Place hams in a vat, and on each layer add enough of curing mixture so that all parts are lightly covered with it.

When vat is full it should be covered with boards with a weight on top. Curing will take 28 days at not less than 38 degs. Fahr. Repack three times during this period, so that top layer goes on bottom. Rub hams over again at each repacking.

At end of 28 days take hams out of vat and lay on floor in same temperature for 14 days, sprinkling curing mixture very lightly between each layer. At end of this period wash hams in warm water and hang in dry-room for two to three days. Then smoke in a very cold smokehouse for not less than 6 weeks. In Germany these hams are sometimes smoked for 6 months.

Careful handling in cure will yield a tender product. Packers preparing this type of ham for the first time should cure only a small batch. In this way they can watch smoking and curing closely.

While the method outlined above is not exactly like that prescribed by the B. A. I., there is a great deal of similarity.

Curing Hams to Be Eaten Uncooked

Following is one of two Bureau methods for curing hams to be eaten uncooked:

Hams shall be cured by a dry-curing process not less than 40 days, at a temperature not lower than 36 degs. Fahr. The hams shall be laid down in salt, not less than 4 pounds to each cwt. of hams, salt being applied in a thorough manner to lean meat of each ham. When placed

in cure hams may be pumped with pickle if desired. At least once during curing process the hams shall be overhauled and additional salt applied, if necessary, so that lean meat of each ham is thoroughly covered.

After removal from cure the hams may be soaked in water at a temperature not higher than 70 degs. Fahr. for not more than 15 hours, during which time the water may be changed once; but they shall not be subjected to any other treatment designed to remove salt from the meat, except that superficial washing may be allowed. The hams shall finally be pale dried or smoked not less than 10 days at a temperature not lower than 95 degs. F.

Hog Vat Temperatures

Good results in hog scalding depend on use of correct methods under supervision of a reliable employee. A packer, who wants to know the exact temperature at which hogs should be scalded, writes:

Editor THE NATIONAL PROVISIONER:

What temperature has been found best for scalding hogs? How long should they remain in the vat during the process? How much slaked lime should be used to soften hard water?

There is no fixed rule governing hog scalding. Temperature of scalding water and time hogs are left in it must

vary with size of vat and number of hogs killed per hour. If vat is large enough, water may be used as low as 132 degs. Fahr. and hogs may remain 6 minutes in the vat.

Of course, higher temperatures are necessary when smaller vats are used. Maximum temperature should never be over 142 degs. Fahr. Time necessary for scalding varies somewhat according to kind of water used, season of year and breed of hogs. As a general rule about 100 hogs can be scalded per hour for every 10 feet of vat length.

If scalding water is "hard," or contains an excessive amount of alkali, it will not scald well. When slaked lime is used in softening hard water, two water pails full of lime are used at start of kill on a 40 ft. vat and 3 pails on a 60 ft. vat. Another painful should be added every hour while killing is in progress.

Uniform temperature should be maintained in vat for best results. Scalding should test his work repeatedly by scraping along the hog's back with a hook. Uniform temperatures can be obtained if vat is so arranged that water circulates from drop toward dehairer, then to heating coils and filter and back through pump to tub.

Over-scalding results in surface of the skin being cooked and gives a rough, undesirable appearance which will disqualify cuts for fancy grade and cause loss in value.

INEDIBLE YIELD FROM HOGS

A Mid-western pork packer has been attempting to check up on his inedible output. He writes:

Editor THE NATIONAL PROVISIONER:

We have been trying to determine the average yield of inedible product from hogs, also the grease yield from dead and condemned hogs. Can you give us any figures on this from the experience of others?

Average yield of inedible product per animal from the hog department is about 15 lbs. This is the raw material going into the tank.

Where a dead hog is tanked the grease yield depends, of course, on how fat the hog is. Average yield is usually around 30 per cent of the weight of the animal with a crackling yield of 15 to 25 per cent. A condemned carcass should yield around 40 per cent of grease.

SPACING HOGS IN COOLER

How about spacing hogs in the cooler? Have your men read chapter 4 of "PORK PACKING," The National Provisioner's latest book?

Dry Salami

Good dry salami is in demand throughout the year. Many packers and sausage makers include it in their regular lines.

A successful formula and complete directions for manufacturing such salami appeared in a recent issue of THE NATIONAL PROVISIONER. Clear instructions are given for preparing casings, handling, grinding, spreading, mixing and stuffing, and drying the meats.

Reprint of this formula may be had by filling out and mailing this coupon with 10c stamp.

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago, Ill.
Please send me information on dry salami.

Name.....

Street.....

City.....State.....

(Enclosed find 10c in stamps.)

Packing and Wrapping

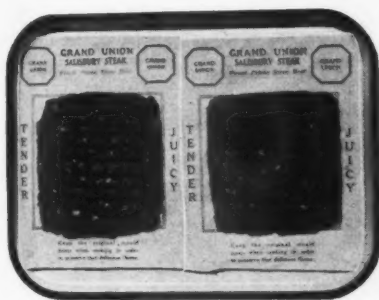
Ideas and Experiences in Meat and Sausage Merchandising Which Help to Sell Product

BOOSTING HAMBURGER VOLUME

Increasing meat sales involves attention to many details, not the least in importance of which is preparation and display to give products greater eye and sales appeal at point of sale.

This may or may not require wrapping and packaging, depending on nature of product. Most often these modern sales aids are used. Invariably it does require more than casual thought to catch the eye of the housewife and to cause her to want the particular product. Ingenuity in devising attractive new ways of offering products for sale always is an asset, particularly when cost is low enough to enable its inclusion in the selling price.

How to sell more ground beef was the problem confronting the manager of



DISPLAYED TO SELL.

Salisbury steak in individual portions displayed on printed parchment sheet sells much better than plain hamburger.

one of Grand Union Company's markets. He solved it by giving this product a new name and a new dress. "Salisbury steak" sounded well for a name, and for a new dress he used Patapar parchment, 30-lb. sheets, 5 by 7 in. These were attractively printed in red with an inspiring sales message. Then individual portions of the meat were placed on the sheets in the manner shown in the accompanying illustration. The effect is an attractive, clean, appetizing product, and customers buy more of it than they ever bought of the plain hamburger.

PACKER ADDS TO SOUP LINE

Packers who manufacture or distribute other food products—allied lines—are in better position to operate during periods of livestock shortage than

those who do not. One packer with a canning department has made a big success with his line of soups.

Four new soups—cream of mushroom, vegetable-beef, noodle and cream of tomato—have been added to the Hormel line, increasing the number of soups being produced by this company to ten. Others are vegetable, chicken, bean consomme, pea and onion. The new soups are described as follows:

Cream of Mushroom.—A new type made with natural unbleached mushrooms chopped fine, sautéed in butter, to save all of the flavor, and blended with new dairy cream, butter and seasoning.

Vegetable-Beef.—Made with more than half beef stock. Filled with vegetables and pieces of beef big enough to bite into.

Cream of Tomato.—Produced with sweet country cream and ripe tomatoes.

Noodle.—A new type of soup. Ingredients including fresh country cream, rich meat broth, cubes of tender meat and real egg noodles.

The new soups are being advertised extensively in some sections of the country, particularly on the Pacific Coast, large space in the newspapers being used. The "double your money back" offer used so successfully by Geo. A. Hormel & Co., to induce consumers to try the other soups of the company when they were introduced, is being continued. Under this plan the offer is made to refund to the housewife twice the amount of her purchase if "she honestly thinks the product is not the best of its kind she has ever tasted."

Good Looking Wieners

In some localities regulations have been passed prohibiting the use of color on sausage. This means that packers and sausage-manufacturers must get the best color possible as a result of manufacturing and processing.

Some methods of getting good color on wieners or frankfurts where the use of outside color is not permitted have been published in **THE NATIONAL PROVISIONER**. These suggestions will help you in selecting meats for your product, curing the ingredients, chilling and holding, and finally, smoking and cooking.

If you want this information fill in and mail the following coupon with 10c in stamps:

THE NATIONAL PROVISIONER,
Old Colony Bld., Chicago, Ill.

Please send me information on how to make good looking wieners without the use of artificial coloring.

Name
Street
City State.....

(Enclosed find 10c in stamps.)

New Trade Literature

Tripe Scalding and Scraper (NL163)—Corrugated scalding and scraper claimed to clean thoroughly 40 to 60 tripe per hour is described in this broadside. Features of machine are compactness, silent operation and easy loading.—The Allbright-Nell Co.

Meat Choppers (NL157)—Booklet illustrating seven new models in meat choppers claimed to combine features of quality, construction and fast, trouble-free operation with compact design and modern appearance so desirable in up-to-date markets. Each model described in detail, with uses for which it is best fitted.—John E. Smith's Sons Co.

Rendering (NL160)—Facts and facilities behind "Boss" rendering equipment are given in early pages of this booklet. Later pages illustrate balanced-power cooker, fusion-welded cooker, hog shredder and hydraulic cracking press. Characteristics, output speed, actual test results are given.—Cincinnati Butchers' Supply Corp.

Truck Refrigeration (NL165)—High and low temperature truck refrigeration can both be obtained with system discussed in this 16-page bulletin. Operation of system is described in detail and illustrated by diagrams. Advantages are listed; examples of savings users have made are given.—Kold-Hold Manufacturing Co.

Pipes (NL161)—Six kinds of pipe and tubing discussed in new booklet. Characteristics of each are given; something is told of the way each is made and the uses for which it is best fitted. Available metals, sizes and gauges are given.—Republic Steel Corp.

Unit Heaters (NL154)—A 24-page book describing various designs of floor and suspended type unit heaters and containing much useful information for the meat plant engineer in solving heating problems, including charts and tables showing applications, figuring sizes and capacities of ducts, steam pressures and temperatures, condensing capacities, heater capacities, etc.—The Trane Co.

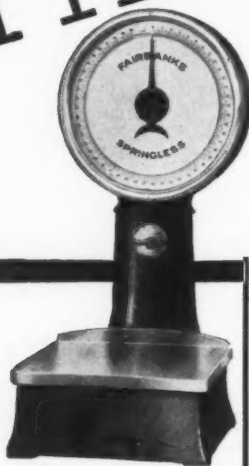
To obtain information on new trade literature mentioned in **THE NATIONAL PROVISIONER**, write:

Editor **THE NATIONAL PROVISIONER**:

Please send, without obligation, publications listed below. (Give key number only):

Nos.
Name
Street
City

FRACTIONS OF OUNCES
MEAN DOLLARS OF
PROFITS



*Fairbanks precision bench dial
scales prevent "overweights" on
food products*

Where an ounce of overweight measure means the difference between profit and loss—where an inefficient weighing system is costing you money—there's a place for a Fairbanks scale on your production line.

Scale shown, sealed against moisture, weighs with true Fairbanks precision during sustained severe service. Polished cast aluminum alloy platform is non-rusting, and internal parts are unaffected by service where meat and brine impose unusual working conditions.

Hams and bacon, as well as many other products, can be quickly graded, marked and sent on their way with but a minimum of time.

For complete information on this and other Fairbanks scales, write Fairbanks, Morse & Co., 900 South Wabash Avenue, Chicago, Illinois. And 40 principal cities—a service station at each house.

Fairbanks Scales

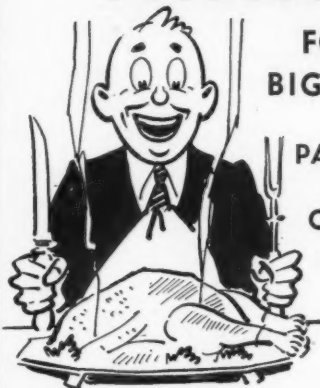


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AIR
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● Baker owes thanks to readers of National Provisioner for their help in making this the biggest year since 1930. Your preference for Baker's ColdStream Brine Spray Units has been reflected in an increasing demand . . . and it pleases us to know that you also have profited from the use of Baker equipment.

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1518 Evans Street, Omaha, Nebr.

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BAKER AIR
CONDITIONING

**Jamison-
BUILT Doors**
FOR COLD STORAGE



For protection
of all products
requiring lowest
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**STEVENSON
SUPER-FREEZER
DOOR (overlap type)**

No crow-bars needed to open this overlap door. Opens and closes with minimum effort; withstands years of use.

Improved 031 Roller Fastener designed especially for overlap type doors.

Improved No. 450 Adjustable Spring Hinge holds door rigid at axis point; permits swing, clear of opening, on short radius.

Send for Bulletin.



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Equipped with new Jamison resilient Seal

Special Hinge swings door clear

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JAMISON COLD STORAGE DOOR CO.
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HAGERSTOWN, MD. U. S. A.
Branches in all principal cities



REFRIGERATION

and Air Conditioning



Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

BACON STORED IN CO₂

In a series of experiments conducted recently by Dr. E. H. Callow at the Low Temperature Research Station, Cambridge, England (reported by Ice and Cold Storage, London), a side of tank-cured bacon was stored at 32 degs. Fahr. for 18½ weeks in an atmosphere of carbon dioxide. At the end of this time it was exhibited in the unsmoked state at Smithfield market.

According to expert opinion its appearance was hardly distinguishable from that of fresh bacon. There were no signs of micro-organisms, and color was very bright. The side was then smoked, cut up and distributed to experts for tasting tests. These showed the bacon had kept remarkably well. There was no sign of rancidity in the fat, and color and flavor of the lean was excellent. The skin, however, was rather tough. The lean was slightly friable when cooked, but this fact was not reported by most of the experts to whom samples had been submitted.

Lower temperatures of storage were used also, in order to see whether still better results could be obtained. Two sides, A1 and A2, from the same carcass were dry cured and stored unsmoked at 26.6 degs. Fahr. Another pair of sides, B1 and B2, were hard frozen at minus 22 degs. Fahr. and stored at 14 degs.

Sides A1 and B1 were in air and sides A2 and B2 in an atmosphere of carbon dioxide. After eight months' storage the four sides were defrosted and smoked. These were exhibited in London and taken back to Cambridge, where samples were tested.

Results showed that both sides stored in air dried out badly, and the surface of the fat was very rancid. Owing to the rapid circulation of air in the room at 26.6 degs. Fahr., the side A1 was dried-out so much that the interior fat had been protected from rancidity. In the side stored in air at 14 degs. Fahr., the fat was rancid throughout, and a yellow color had developed in many places. There was no sign of rancidity in the fat on the sides which had been stored in carbon dioxide.

Appearance of the gas-stored bacon was distinguishable from that of fresh bacon. After being cooked, the lean of the gas-stored bacon at 26.6 degs. Fahr. was possibly more friable than

fresh bacon, but that stored in carbon dioxide at 14 degs. Fahr. was just like fresh bacon. A striking point about the gas-stored bacon was that the loss in weight during storage was almost negligible. This was probably due to the fact that it was kept in a closed container.

The foregoing experiments were all carried out in gas-tight metal boxes capable of holding a carcass of pork or four sides of bacon. In order to study gas-storage on a larger scale under factory conditions, a gas-store capable of holding 30 to 40 sides of bacon has been constructed.

HOG COOLER REFRIGERATION

What is the best arrangement of sprays and coils in your hog coolers? Read chapter 4 of "PORK PACKING," The National Provisioner's latest book.

AIR CONDITIONING

- What it is
- Why it is needed
- Where it should be used

in the MEAT PLANT

A clear statement by a recognized authority about this newest development for **saving and improving product** in the packing and sausage plant.

Describes methods and gives temperatures and humidities for each department of the plant.

Fill out and return the coupon if you want a copy.

THE NATIONAL PROVISIONER
407 So. Dearborn St., Chicago, Ill.
Please send me copy of "AIR CONDITIONING IN THE MEAT PLANT."

Name.....

Company.....

Street.....

City.....

Enclosed find 50c in stamps.

REFRIGERATION NOTES

Everett Hall will construct cold storage plant, 49 x 100 feet, Mount Vernon, Wash. This is to be first of several units. Estimated cost is \$15,000.

Western R. R. & Navigation Co., Pittock Bldg., Portland, Ore., plans construction of cold storage warehouse to cost approximately \$200,000.

A. L. Morgan, Mayo, Fla., recently purchased 4-ton refrigerating machine for use in meat curing.

Dr. J. L. Brooks, Tifton, Ga., plans combination ice manufacturing, cold storage and meat curing plant.

Westpoint Ice Co., Westpoint, Nebr., plans installation of individual cold storage locker system.

Ed Dinkel, Coopersville, Mich., is remodelling building for use as cold storage plant.

City of Greenville, Miss., M. C. Smith, mayor, plans erection of cold storage plant.

A. M. and J. Solari, Ltd., recently purchased 11-ton refrigerating machine for use in retail store.

MEAT SUPPLY AND MARKET

Only one-twenty-fifth of the nation's meat supply is produced in the 11 North Atlantic states, while one-third of the total meat supply is consumed there. This area includes the New England states, New York, New Jersey, Delaware, Maryland and Pennsylvania. Seventy per cent of the nation's meat supply is produced in the central group of 13 states which comprise the Corn Belt area.

These facts have been developed as the result of a study by the National Live Stock and Meat Board covering 1930 to 1934. Ranking next to the Central group of states in production is the Western group, with 16 per cent of the total. The Southern states rank third as a group, with 10 per cent of the national output of all meats.

As a group the 13 Central states produce 33 per cent of the nation's lamb, 49 per cent of the veal, 60 per cent of the beef and 80 per cent of the pork. Leading in the production of lamb is the Western group, which produces 56 per cent of the total lamb supply.

In the five-year period Iowa led all states in beef and pork produced. Kansas and Texas were second and third respectively in beef production, and Illinois and Nebraska second and third in pork production. Montana led in lamb production with Texas and California ranking next in order.

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All Sizes
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Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal and Nirosa (Stainless) Steel, in a complete range of sizes. Liberal trade-in schedules make it actually profitable to dispose of worn, obsolete equipment and equip with new Adelmann Ham Boilers. Write for particulars today.

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produce a finer product because of the "yielding spring" principle. They save time and labor because they're truly efficient and wonderfully sturdy.

Purchases of Adelmann Ham Boilers or equipment may be financed in amounts up to \$2000 for periods as long as three years, under the Modernization Credit Plan of the Federal Housing Administration. Ask for details today!



"Adelmann—The Kind Your Ham Makers Prefer"

HAM BOILER CORPORATION

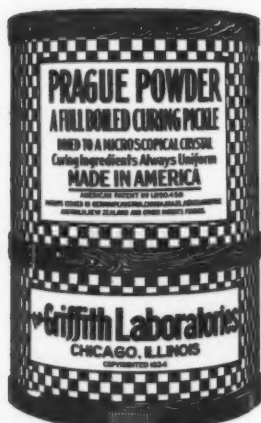
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"An Approved, Safe, Fast Cure" for **HAMS • BACON**
... SAUSAGE MEATS



Meets B. A. I. Requirements

The color is set while the meats are yet young.
The natural meat juices are retained. These weights are not lost.
You will like a Prague Cured Ham for slicing.
The Boiled Hams and the Baked Hams have better color, better taste and will have less shrinkage if you cure "THE PRAGUE POWDER WAY." *Try it!*

THE GRIFFITH LABORATORIES

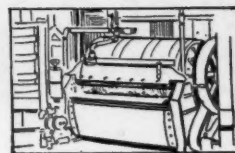
1415-25 West 37th Street, Chicago, Illinois

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LARD	14 1/2
BELLIES	14 1/2
HAMS	14 1/2
LOINS	14 1/2
BUTTS	14 1/2

Provisions and Lard

Weekly Market Review



Trade Moderate—Market Steady Over Narrow Limits—Cash Trade Fair—Hog Run Liberal but Comparatively Small—Hogs Firm.

Hog products backed and filled again over narrow limits, in a mixed trade the past week, following fluctuations in hogs and irregularity in grains. There was no particular feature to trading in lard, other than liquidation of December prior to tender day. This, in the main, was replaced with later positions. Packinghouse interests took nearbys and sold distant months, transferring hedges. The market displayed a firm undertone.

The hog market, after showing some hesitation, stiffened in face of a fair run of hogs. However, compared to a year ago, hog receipts at Western points were comparatively small. Action of hog and futures markets was looked upon as indicating a fair to satisfactory cash trade during the week.

Production of lard in September was placed officially at 34,000,000 lbs., compared with 69,000,000 lbs. in September last year and a 5-year September average of 94,000,000 lbs. For nine months, January to September, production totaled 482,000,000 lbs., compared with 1,033,000,000 lbs. the same time last year, a reduction of more than 50 per cent.

September Lard Consumption

Consumption of lard in September was 41,000,000 lbs., compared with 77,000,000 lbs. in September last year, and a 5-year September average of 85,000,000 lbs. Consumption from January to September, 1935, totaled 476,000,000 lbs., 30 per cent under the same time in 1934.

Receipts of hogs at Western packing points last week totaled 306,600 head, compared with 214,800 head the previous week and 561,300 head the same week last year.

Average price of hogs at Chicago at close of last week was 9.45c, compared with 9.25c the previous week, 5.70c a year ago, 3.90c two years ago, and 3.35c three years ago. Top hogs at Chicago at mid-week sold at 9.75c, compared with 9.60c the same time the previous week.

Average weight of hogs received at Chicago last week was 228 lbs., against 227 lbs. the previous week, 218 lbs. a year ago and 226 lbs. two years ago.

Lard Exports Continue Small

Lard exports for week ended November 16 were 2,110,000 lbs., against 4,460,000 lbs. the same week last year.

Exports from January 1 to November 16 totaled 84,997,000 lbs., against 411,644,000 lbs. the same time last year.

Exports of hams and shoulders for the week were 589,000 lbs., against 1,558,000 lbs. a year ago; bacon, 37,000 lbs., against 340,000 lbs.; pickled pork, 66,000 lbs., against 417,000 lbs. last year.

PORK—Demand was fair at New York, but market was easier. Mess was quoted at \$37.37½ per barrel; family, \$37.37½ per barrel; fat backs, \$35.37½ @ \$38.37½ per barrel.

LARD—Demand was fair at New York and market was steady. Prime western was quoted at 13.40@13.50c; middle western, 13.40c; city, 13c; tubs, 14c; refined Continent, 14¼@14½c; South America, 14¼@14½c; Brazil kegs, 14½@14¾c; compound, car lots, 12¾c; smaller lots, 13c.

At Chicago, regular lard in round lots was quoted at 5c under December; loose lard, 32½c under December; leaf lard, at 32½c under December.

(See page 46 for later markets.)

BEEF—Demand was fairly good at New York and market was firm. Mess was nominal; packer, nominal; family, \$23.50@24.50 per barrel; extra India mess, nominal.

Figuring Hog Cut-Out

Hog cut-out values must be watched more closely than ever.

They not only indicate what hogs are worth to the packer in relation to product values, but they are of considerable help in showing how to cut the most out of each carcass.

Does price of lard justify cutting for the tank or favoring the various cuts?

What are relative values of hams and loins; hams and bellies; shoulders and bellies? How can cutting be done to secure the greatest yields of the higher priced cuts?

Cutting tests help to give the answer.

Watch THE NATIONAL PROVISIONER cut-out tests. Compare results with those secured in your plant. Study cutting percentages and prices at which various cuts are selling.

Adjust cutting practices to the market, and maintain close control in the cutting room. Don't permit product that should go onto higher-priced cuts to be left on lower-priced product.

Adjust methods also to eliminate expensive trimming.

MEAT IMPORTS CONTINUE

(Special Wire to The National Provisioner.)

New York, Nov. 29, 1935.—Movement of foreign meat into New York was featureless during week ended November 27. Largest pork imports came from Brazil, consisting of 1,539 lbs. of S. P. bellies, 21,350 lbs. of S. P. hams and 1,275 lbs. of S. P. butts; and from Canada, made up of 3,360 lbs. of bacon and 660 lbs. of fresh tenderloins. Beef imports were small except for 594,600 lbs. of canned meat from South America and 68,860 lbs. of oleo stearine from Australia. No shipments of beef are anticipated from New Zealand.

Some samples of frozen South American pork have been received but quality is not considered worthy of this market. About 11,000 lbs. of sausage came in from Argentina.

Volume of foreign meat products imported into the United States during October was approximately 44 per cent above October, 1934, aggregating 8,450,000 lbs., against 10,400,000 lbs. in September, 1935. Imports of ham, bacon and pork, amounting to 751,000 lbs., exceeded beef and veal imports by about 400,000 lbs., a reversal of the trend prevailing earlier in the year, when the greatest trade was in beef. Canned meat imports for October were higher than in 1934, and imports of 62,933,000 lbs. of such products during first 10 months of 1935 were almost double 1934 volume.

MEAT IMPORTS AT NEW YORK

For week ended Nov. 23, 1935:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....	353,800 lbs.	
Argentina—Cured frozen beef trimmings	4,918 lbs.	
Argentina—Edible tallow	55,360 lbs.	
Argentina—Canned roast beef	120,582 lbs.	
Argentina—Smoked sausage	3,306 lbs.	
Australia—Oleo stearine	112,355 lbs.	
Brazil—Sweet pickle pork butts.....	5,525 lbs.	
Brazil—Sweet pickle hams.....	10,724 lbs.	
Canada—Bacon	4,073 lbs.	
Canada—Sausage	797 lbs.	
Canada—Fresh chilled beef	23,852 lbs.	
Canada—Fresh chilled pork tenderloins	150 lbs.	
Denmark—Smoked bacon	2,750 lbs.	
Denmark—Smoked ham	1,033 lbs.	
Denmark—Liverpaste	532 lbs.	
England—Beef extract	840 lbs.	
England—Meat paste	300 lbs.	
France—Liverpaste	635 lbs.	
Germany—Smoked sausage	10,955 lbs.	
Germany—Ham	442 lbs.	
Germany—Bacon	55 lbs.	
Germany—Bouillon	2,800 lbs.	
Germany—Powdered soup	14,000 lbs.	
Holland—Liver sausage	2,637 lbs.	
Irish Free State—Smoked ham.....	2,302 lbs.	
Irish Free State—Bacon	10,497 lbs.	
Italy—Sausage	15,245 lbs.	
Italy—Ham	1,389 lbs.	
Lithuania—Bacon	661 lbs.	
Lithuania—Cooked smoked ham.....	598 lbs.	
Paraguay—Canned corned beef.....	54,000 lbs.	
Poland—Bacon	24,487 lbs.	
Poland—Cooked sausage	850 lbs.	
Poland—Smoked sausage	2,624 lbs.	
Poland—Smoked pork loins	11,325 lbs.	
Poland—Cooked ham	325,447 lbs.	
Uruguay—Canned corned beef.....	3,582 lbs.	
Uruguay—Canned roast beef	10,800 lbs.	

WEST CARROLLTON

GENUINE VEGETABLE PARCHMENT

THERE IS NO SUBSTITUTE FOR GENUINE VEGETABLE PARCHMENT

However fine the meat product, only thorough sanitary protection guarantees a first class product on the consumer's table. Genuine Vegetable Parchment provides that essential factor in a degree impossible to any so-called substitute. Designed for only one purpose—the protection of moist food products—it is odorless, tasteless, insoluble in water, dirt, grease and germ proof, easily unwrapped—permitting unused portions to be rewrapped. Plain or printed, can be used for carton liners or outside wrappers. For safety's sake use the Genuine—most leading brands do.

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WEST CARROLLTON + + + OHIO

Our 39th Year Serving the Food Industry



The Man Who Knows

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SEASONING

by
H. J. Mayer

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Vancouver, Canada

U. S. Factory:
Seattle, Wash.

Higher Product Values Reduce Hog Cut-Out Losses

PORK product values for the first three days of the current week improved considerably as compared with the similar period a week earlier, the gain per cwt. from the various hog weight averages ranging from 3c to 17c. Fair consumer demand and scarcity of offerings of some products were mainly responsible for the stronger market of this week.

Hog prices also were up, increased cost to packers averaging from 3c to 4c per cwt. above last week. While pork product price and hog cost changes were not large, relative better gain in product prices was sufficient to reduce hog cut-out losses from 4c to 14c under those a week earlier. Lighter averages showed greatest improvement, loss per cwt. being 14c and loss per hog 28c

under corresponding figures last week.

The following test is worked out on the basis of live hog costs and green product prices at Chicago for the first three days of the current week, average costs and credits being used. The figures used in this test apply to Chicago only. In other sections of the country local costs and credits should be substituted for those used here.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	19½	\$ 2.71	13.70	19½	\$ 2.67	13.30	19%	\$ 2.57
Picnics.....	5.50	15½	.87	5.30	15½	.82	5.00	14½	.74
Boston butts.....	4.00	17½	.70	4.00	17½	.70	4.00	17½	.70
Loins (blade in).....	9.70	21½	2.10	9.30	20½	1.93	8.80	19½	1.68
Bellies, S. P.....	11.00	21½	2.37	8.70	20½	1.76	3.50	19½	.69
Bellies, D. S.....	.....	.....	.....	3.00	18½	.56	9.00	18½	1.68
Fat backs.....	1.50	11½	.17	3.50	13½	.46	5.00	15½	.79
Plates and jowls.....	2.50	12½	.32	2.50	12½	.32	3.30	12½	.42
Raw leaf.....	2.00	12½	.25	2.10	12½	.26	2.20	12½	.27
P. S. lard, rend. wt.....	11.90	13½	1.56	11.60	13½	1.52	11.20	13½	1.47
Spareribs.....	1.50	16½	.24	1.50	16½	.24	1.50	16½	.24
Trimnings.....	3.00	13.0	.39	2.80	13.0	.36	2.70	13.0	.35
Feet, tails, neckbones.....	2.00	.....	.13	2.00	.....	.13	2.00	.....	.13
Offal and misc.....	.....	.....	.39	.....	.....	.39	.....	.....	.39
TOTAL YIELD AND VALUE.....	68.50		\$12.20	70.00		\$12.12	71.50		\$12.12
Cost of hogs per cwt.....			\$ 9.56			\$ 9.59			\$ 9.58
Condemnation loss.....			.05			.05			.05
Handling and overhead.....			.61			.54			.51
Processing tax.....			2.25			2.25			2.25
TOTAL COST PER CWT. ALIVE.....			\$12.47			\$12.43			\$12.39
TOTAL VALUE.....			12.20			12.12			12.12
Loss per cwt.....			.27			.31			.27
Loss per hog.....			\$.54			\$.74			\$.76

WORLD HOG NUMBERS GROW

Expanding hog production in the United States, Germany and Denmark is reported by the U. S. Bureau of Agricultural Economics in its quarterly summary of world hog and pork prospects.

The bureau reports a marked increase in number of pigs raised in the United States this fall, which will be reflected in increased slaughter next summer. Hogs slaughtered this winter, it is expected, will average heavier than hogs killed a year ago.

Increased production in Germany and Denmark will be reflected in increased slaughter in early 1936. A substantial increase in number of hogs in Great Britain also is reported, but a decrease in Canada. Inspected hog slaughter in Canada this year to date has been slightly less than a year ago.

A considerable shortage of hogs and hog products in importing countries of

Continental Europe is reported. A major part of shortage is in lard, imports of which have been sharply curtailed by trade restrictions in the last two years. Supplies of all fats in Germany are small at present, but shortage is expected to be temporary.

Exports of live hogs and of lard from Hungary to Germany, Czechoslovakia and Austria will be smaller in next six months than a year earlier, says the bureau, because of short corn crop in Danube Basin. Short supplies of hogs and lard in Continental Europe, it is believed, will tend to lessen restrictions on imports of hogs and fats.

INCREASE IN DANISH HOGS

A considerable increase in Danish hog numbers, coupled with restriction of Denmark's pork trade with Great Britain, threatens serious over-production of bacon early in 1936, the U. S.

Department of Commerce reports. Hog population on September 1, 1935, totaled 3,166,000 head against 2,992,000 head in 1934. As Denmark is now permitted to ship only 65,000 head per week to England, expected increase in slaughter will result in over-production of bacon early in 1936 unless new foreign markets can be found.

CHICAGO PROVISIONSHIPMENTS

Provision shipments from Chicago for the week ended Nov. 23, 1935:

	Week Nov. 23.	Previous week.	Same week, '34.
Cured Meats, lbs.....	15,373,000	14,248,000	16,839,000
Fresh Meats, lbs.....	44,724,000	42,218,000	61,185,000
Lard, lbs.....	1,982,000	2,491,000	4,654,000

When you need good, experienced men, try the "Classified" pages of THE NATIONAL PROVISIONER. The man you want may be in this issue.

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Pat. Applied for

Fig. 1053 - "Hallowell" Sausage - Meat Truck

While designed for the Sausage Department, can be used wherever a low box truck is suitable. With every joint welded, not a rivet anywhere, every corner rounded and all surfaces smooth and galvanized, it's easy to keep the "Hallowell" spotlessly clean. Top is flanged, as shown. Made in 3 standard sizes but can be furnished to any dimension wanted.

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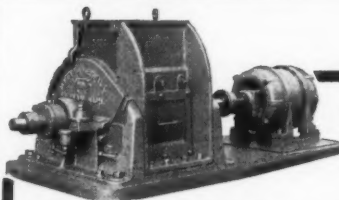
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The World's Largest Knitters of Stockinette Fabrics



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CUTS RENDERING COSTS.—Grinds fats, bones, carcasses, viscera, etc.—all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Low operating cost. Big Savings! Increases melter capacity.

Sizes and types to meet every requirement. Write for Bulletins.

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Mine sizes—5 to 100 H.P.—capacities 500 to 50,000 pounds per hour. Write for catalog 322.

STEDMAN'S FOUNDRY & MACHINE WORKS
AURORA, INDIANA, U.S.A. FOUNDED 1834

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Nov. 23, 1935:

	PORK.		
	Week ended Nov. 23, 1935, bbls.	Week ended Nov. 24, 1935, bbls.	Nov. 1, 1935 to Nov. 23, 1935, bbls.
Total	80	25	25
United Kingdom	80	25	25

BACON AND HAMS.			
	M lbs.	M lbs.	M lbs.
Total	580	1,555	2,756
United Kingdom	580	1,326	2,748
Continent .....	.....	183	3
West Indies .....	.....	.....	5
Other countries .....	.....	46	.....

LARD.			
	M lbs.	M lbs.	M lbs.
Total	596	3,390	4,796
United Kingdom	478	3,151	4,356
Continent	118	84	361
West Indies .....	.....	124	49
Other countries .....	.....	1	.....

TOTAL EXPORTS BY PORTS.

From	Bacon and Hams, bbls.			Lard, M lbs.
	Pork, bbls.	M lbs.	M lbs.	
New York	496	424	.....
Boston	50	.....
Montreal	84	116	.....
Total week	580	596	.....
Previous week	25	706	2,076
2 weeks ago	768	1,038
Cor. week 1934	80	1,555	3,300

SUMMARY NOV. 1, 1935, TO NOV. 23, 1935.

	1935.	1934.	Increase.	Decrease.
Pork, M lbs.	5	48	.....	43
Bacon and hams, M lbs.	2,756	4,935	.....	2,179
Lard, M lbs.	4,796	10,688	.....	14,892

HUNGARIAN LARD COMPETITION

Exports of Hungarian lard to Great Britain, Germany and Czechoslovakia have increased sharply during 1935, due to reduced competition of United States lard. The U. S. Department of Commerce reports, however, that there is little about Hungarian lard to make it attractive to distributing agencies, and nothing to give it a competitive advantage over American lard.

Since unit of production is small, Hungarian lard lacks uniformity of product and regularity of supply demanded by import markets, being regarded as "extra" and handled when more desirable types are unobtainable. Hungarian lard has a rather yellowish color, is granular in texture, lacks firmness and has considerable taste and odor. It does not ship or store as well as firm U. S. refined lard.

System of hog management followed in Hungary permits rapid but limited changes in commercial output of hog products without corresponding changes in hog numbers. Although Hungary has no advantages over other exporting countries except a great elasticity in pork output it is able at times to compete seriously with them.

Lard hogs are produced in greatest numbers and only about a third of these normally enter commercial channels. Balance are held on farms as a reserve from which feeders can be drawn for increased city or export trade. It is more advantageous for Hungary to export live hogs than hog products. There is a slight trend in this direction at present.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, NOVEMBER 23, 1935.

LARD—				
	Open.	High.	Low.	Close.
Dec.	12.80	12.80	12.75	12.75
Jan.	12.50	12.55	12.50	12.52ax
Mar.	12.50	12.50	12.47½	12.47½ax
May	12.40	12.45	12.40	12.45
July	12.30	12.30	12.27½	12.27½ax

CLEAR BELLIES—

No future quotations.

MONDAY, NOVEMBER 25, 1935.

LARD—				
	Open.	High.	Low.	Close.
Dec.	12.65	12.65	12.52½	12.57½
Jan.	12.55	12.55	12.45	12.47½b
Mar.	12.42½	12.42½	12.42½	12.42½
May	12.47½	12.47½	12.37½	12.40
July	12.25	12.25	12.20	12.20ax

CLEAR BELLIES—

No future quotations.

TUESDAY, NOVEMBER 26, 1935.

LARD—				
	Open.	High.	Low.	Close.
Dec.	12.50	12.55	12.50	12.52½
Jan.	12.40	12.42½	12.40	12.42½b
Mar.	12.27½	12.30	12.27½	12.37½ax
May	12.27½	12.30	12.27½	12.30b
July	12.25	12.25	12.17½	12.17½ax

CLEAR BELLIES—

No future quotations.

WEDNESDAY, NOVEMBER 27, 1935.

LARD—				
	Open.	High.	Low.	Close.
Dec.	12.70-75	12.75	12.57½	12.60
Jan.	12.65	12.65	12.50	12.57½
Mar.	12.35-32½	12.40	12.32½	12.37½n
May	12.37½	12.40	12.32½	12.40b
July	12.37½	12.40	12.27½	12.27½b

CLEAR BELLIES—

No future quotations.

THURSDAY, NOVEMBER 28, 1935.

Holiday—No market.

FRIDAY, NOVEMBER 29, 1935.

LARD—				
	Open.	High.	Low.	Close.
Dec.	12.57½	12.70	12.57½	12.70ax
Jan.	12.57½	12.65	12.57½	12.65b
Mar.	12.37½	12.50	12.37½	12.50b
May	12.37½	12.50	12.37½	12.50ax
July	12.37½	12.50	12.37½	12.37½

CLEAR BELLIES—

No future quotations.

Key: ax, asked; b, bid; n, nominal; —, split.

EXPORT NOTES

Quota on imports of American hams and bacon into Great Britain has been fixed at 9,133,196 lbs. for the fourth quarter of 1935, after deducting for overshipments which were made during summer quarter.

Reductions of 37½ per cent in Colombian duty on "hams, butifarras, sausages and similar foodstuffs, even when preserved in boxes, etc." and 50 per cent in duty on lard are included in pending reciprocal trade agreement between United States and Colombia.

Shipments of American pork to Sweden in August were twice as great as in August, 1934. A reciprocal trade agreement between the United States and Sweden became effective August 5, in which duty on salted pork from this country was fixed at 12 crowns or approximately \$3.06 per 220 lbs.

U. S. Department of Agriculture reports that while Canada has not in past been an outstanding market for American lard, purchases have increased from

CASH PRICES

Based on actual carlot trading Wednesday, November 27, 1935.

REGULAR HAMS.

	Green.	*S.P.
8-10	20½	23½
10-12	20½	23½
12-14	19½	22½
14-16	19½	22½
10-16 range	19½	.....

BOILING HAMS.

	Green.	*S.P.
16-18	19½	20½
18-20	19½	20½
20-22	19½	20½
16-22 range	19½	.....

SKINNED HAMS.

	Green.	*S.P.
10-12	21½	22
12-14	21½	22
14-16	21	21
16-18	18½	19½
18-20	18	18
20-22	17½	17½
22-24	17½	17½
24-26	17½	17½
26-28	17½	17½
50-55	17	15½

PICNICS.

	Green.	*S.P.
4-6	16	16½
6-8	15½	15½
8-10	14½	14½
10-12	14½	14½
12-14	14½	14½

Short Shank ½c over.

BELLIES.

(Square cut seedless)
(S. P. ¼c under D. C.)

	Green.	*D.C.
6-8	22½	23
8-10	22½	23
10-12	22	23
12-14	21½	23
14-16	21	22½
16-18	20½	22

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	19½	.....
16-18	19½	.....
18-20	19	.....
20-25	19	.....
25-30	19	19
30-35	18½	18½
35-40	18½	18½
40-50	18½	18½
50-60	18	18

D. S. FAT BACKS.

6-8	12½	12½
8-10	12½	12½
10-12	15	15
12-14	16½	16½
14-16	17½	17½
16-18	17½	17½
18-20	17½	17½
20-25	17½	17½

OTHER D. S. MEATS.

Extra Short Clears	35-45	18½n
Extra Short Ribs	35-45	18½n
Regular Plates	6-8	15½
Clear Plates	4-6	14
Jowl Butts .....	.....	13
Green Square Jowls .....	.....	15½
Green Rough Jowls .....	.....	13½

LARD.

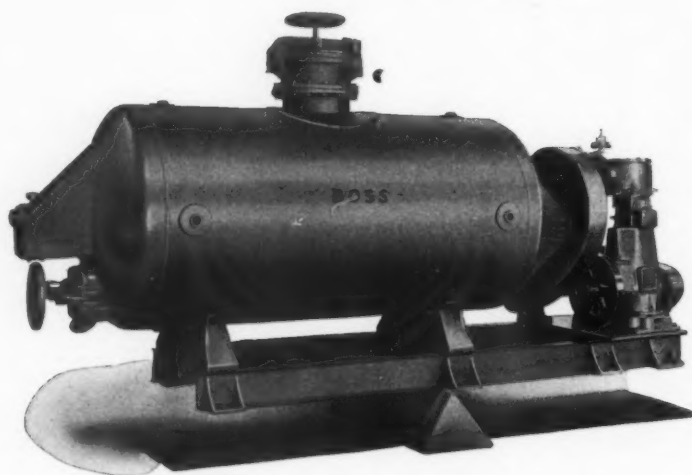
Prime Steam, cash	13.52½n
Prime Steam, loose	13.00ax
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	15.00n
Raw Leaf	13.25n

less than 1,000,000 lbs. in 1929-30 to almost 3,000,000 lbs. in 1933-34. Reduction in Canadian duty on American lard from 2 cents to 1.75 cents per pound, under new treaty, may result in further stimulation of this trade.

Watch "Wanted Page" for bargains.

"BOSS" Balanced-Power Cooker

(Patent applied for)



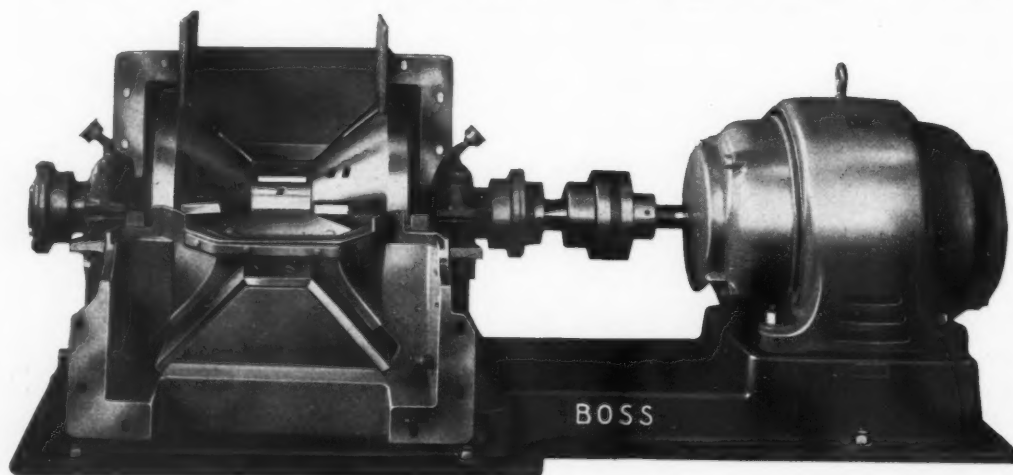
No. 110-BD COOKER UNIT USES STEAM TWICE

This newly developed cooker eliminates electric power cost, reduces cooking time and improves the products.

A saving in fuel consumption is also effected.

Let us give you detailed information on your requirements.

No. 705 "BOSS" Hog-Size 30



Actual tests have shown the advantage in shredding materials to be rendered. It reduces them to uniform pieces, assuring thoro disintegration and smooth, even rendering.

This new development has many superior features; it is accurately machined and carefully mounted, to give the very best of service.

Write for our A-49 bulletin if you have not received it.

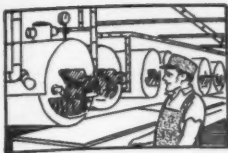


The Cincinnati Butchers' Supply Corporation

224 Exchange Ave., W. 2d. yards,
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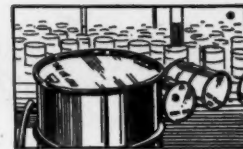
*Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering*

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Tallows and Greases

Weekly Market Review



TALLOW—A rather quiet week featured the tallow market at New York. There was a moderate turnover in extra at 7c delivered, equal to 6½c f.o.b. Offerings were not pressed, but on the other hand soapers were not anxious for supplies. As a result, the market took on an awaiting attitude. There did not appear to be any particular surplus of supplies, but consumers apparently have satisfied their immediate requirements, and were inclined to look on.

South American tallow was quoted at New York at 6½ to 6¾c c.i.f., with little or no indication of business having passed this week. European market was reported more attractive to South American tallow this week, and Europe was reported to have taken a fair quantity.

At New York, special was quoted at 6½c nominal; extra, 6¾c f.o.b.; edible, 9½c f.o.b.

At Chicago, there was little or no feature to the trade in tallow. Edible tallow was in demand and was firm. Inedible grades were in moderate supply, but were meeting with a quiet demand. At Chicago, edible was quoted at 9¼@9½c; fancy, 7¼@7½c; prime packer, 7¼c; special, 6½@6¾c; No. 1, 6¼@6½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, November shipment, was up 9d for week, at 29s 6d. Australian good mixed at Liverpool, November shipment, was off 3d from a week ago at 29s 6d.

STEARINE — Last business in oleo at New York was at 10½c, a drop of ¼c from previous week. Undertone was reported weak, even at lower levels. At Chicago, market was quiet, steady and unchanged. Oleo was quoted at 10½@11c.

OIL — Demand was rather quiet at New York and market was easier. Extra was quoted at 13¼@14c; prime, 12¼@13½c; lower grades, 12¼@13c. At Chicago, demand was slow and market easier. Oleo was quoted at 13½c.

(See page 46 for later markets.)

LARD OIL—Demand was routine at New York the past week and market quotably unchanged. No. 1 was priced at 10c; No. 2, 9¼c; extra, 12½c; extra No. 1, 10¼c; prime, 17½c; winter strained, 12½c, all in barrels.

NEATFOOT OIL — Demand was rather quiet, but market held steadily at unchanged prices. Cold pressed at New York was quoted at 16½c; extra, 11½c; No. 1, 10½c; pure, 13c.

GREASES—A moderate trade but a

steadier tone featured market for greases at New York. Business was reported passing in yellow and house at 6¼c, an advance of ¼c from recent levels. New England took a fair quantity out of the New York market late last week and this appeared to have strengthened the situation there somewhat.

Offerings were lighter, and with steadiness in tallow the market displayed a firm undertone. Soap makers were not inclined to bid up prices to get supplies.

At New York, yellow and house were quoted at 6¼c; A white, 6¾c; B white, 6¾c; choice white, 7¼@7½c.

At Chicago, the small accumulations of choice white grease seemed to be moving at steady prices. Other grades were more or less neglected. Brown was quoted at 5¼c; yellow, 5½@6c; B white, 6¾c; A white, 7½c; choice white, all hog, 8¼c.

BY-PRODUCTS MARKETS

Chicago, Nov. 27, 1935.

Blood.

Buyers have lowered their ideas. Sales of unground being made at \$2.85.

	Unit	Ammonia.
Ground	@	\$2.90
Unground	@	2.85

Digester Feed Tankage Materials.

Market steady and unchanged.

Unground, 10 to 12% ammonia	\$2.75@3.00 & 10c
Unground, 8 to 12%	2.65@2.90 & 10c
Liquid stick	@2.25

Packinghouse Feeds.

Prices unchanged.

	Carlots.
Digester tankage meat meal 60%	@45.00
Meat and bone scraps, 50%	@50.00
Steam bone meal, 65%, special feeding per ton	@32.50
Raw bone meal for feeding	@32.50

Dry Rendered Tankage.

Situation unchanged; buyers bidding 75c.

Hard pressed and exp. unground per unit protein .....	.75@ .80
Soft, prod. pork, ac. grease & quality, ton	@55.00
Soft prod. beef, ac. grease & quality, ton	@47.00

Horns, Bones and Hoofs.

Prices largely nominal; trading slow and market not clearly established.

Horns, according to grade	\$30.00@30.00
Cattle hoofs	29.00@30.00
Junk bones	17.00@17.50

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Market featureless; prices unchanged.

Steam, ground, 3 & 50	\$17.00@18.00
Steam, unground, 3 & 50	16.00@17.00

Fertilizer Materials.

Buying inquiry light; prices nominal.

High grd. tankage, ground, 10% 12% am.	@2.75 & 10c
Bone tankage, ungrd., low gd., per ton	@16.00
Hoof meal	@ 2.60

Gelatine and Glue Stocks.

Demand better and prices stronger.

Calf trimmings	@ 26.00
Sinews, plizles	@ 20.00
Horn plizles	@ 17.00
Cattle jaws, skulls and truckles	@ 23.50
Hide trimmings (new style)	@ 15.00
Hide trimmings (old style)	@ 18.00
Pig skin scraps and trim, per lb.	@ 5½

Animal Hair.

Market rather slow. Quotations represent last sales.

Summer coll and field dried	2¼@2¼c
Winter coll, dried	3@3¼c
Processed, black, winter, per lb.	9¼@10c
Processed, grey, winter, per lb.	8½@9c
Cattle switches, each*	1½@2½c

*According to count.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, November 25, 1935.

No sales have been reported during the past week of tankage or blood by local packers. One outside production of unground tankage sold at \$2.50 and 10c f.o.b. shipping point.

Dry rendered tankage is a little higher in price, sales having been made at 75c per unit of protein f.o.b. New York.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: December, 1935, to June 30, 1936, inclusive	@ 24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal
Blood dried, 16% per unit	@ 2.75
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory ..	nominal
Fish meal, foreign, 11¼% ammonia, 10% B. P. L. c.i.f.	@ 36.00
Fish scrap, acidulated, 6% ammonia, 8% A.P.A. f.o.b. fish factories ..	2.25 & 50c
Soda nitrate, per net ton; bulk	@ 23.50
Dec.	@ 24.50
In 200-lb. bags	@ 25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.85 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.60 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 23.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@ 24.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 10% flat	@ 8.00

Potash Salts.

Manure salt, 30% bulk, per ton	@ 14.40
Kainit, 20% bulk, per ton	@ 11.00
Muriate in bulk, per ton	@ 22.50
Sulphate in bags, per ton, basis 90%	@ 33.75

Dry Rendered Tankage.

50% unground	@ .75
60% ground	@ .75

Insulation is no better THAN THE WAY IT'S INSTALLED!

... Armstrong's Insulation Sundries bring you the result of 35 years of experience and research in the most efficient methods of applying Corkboard and Cork Covering.



Armstrong's Finish Materials include, in addition to various asphaltic emulsions, white cold storage paint for cold rooms and cold lines, aluminum cold storage paint, and seam filler.

TO insure the maximum efficiency and permanence of insulation, it is essential not only that the correct thickness be used, but also that it be carefully and properly applied. Development work during the past few years has resulted in marked improvements in finishes for insulation. Armstrong manufactures a complete line of materials for use in applying Armstrong's Corkboard and Armstrong's Cork Covering.

Among the insulation sundries developed for use in erection are: Armstrong's No. 3 Asphaltic Paint, to prime and air-proof concrete or portland cement plaster surfaces; Erection Asphalt, a special odorless asphalt for erecting corkboard in cold rooms; No. 236 Waterproof Cement, a quick-setting cement for applying corkboard against wood, steel, concrete, portland cement plaster, and corkboard; Armstrong's No. 299 Waterproof Cement, an alkali and acid-resistant cement for apply-



View of cooling room of Borden Sales Company, Buffalo, N. Y. This cooler is insulated throughout with two layers of Armstrong's Corkboard. The interior is finished with Armstrong's Plastic Finish and painted with Armstrong's Aluminum Paint.

ing cork covering and cork lagging.

For finishing purposes, Armstrong has developed and manufactures new asphaltic finishes, made from asphalt emulsions, which are especially suited for use in cold storage rooms, on refrigerated equipment, and on insulated equipment in air conditioning installations. Armstrong's Insulation Finishes are practical, moisture-resistant, and can be applied over other surfaces or finishes. In addition, all these finishes are easily handled; will not chip or peel; and give efficient, lasting service.

Each Armstrong office is staffed with men thoroughly experienced in the proper erection of insulation. Call on them at your convenience. They will be glad to serve you.



Armstrong's Erection Materials are especially designed for cold room and cold line application, are easily handled, and give efficient service.

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Write today for interesting illustrated folder which completely describes Armstrong's entire line of Insulation Sundries. Address Armstrong Cork Products Company, Building Materials Division, 952 Concord Street, Lancaster, Pennsylvania.



Armstrong's CORK INSULATION and SUNDRIES

Modernizing the MEAT PACKER'S POWER PLANT

● Results of a Campaign to Show the Packer His Greatest Profit Possibility

MORE THAN TWO AND A HALF YEARS AGO a survey of power plants in the meat packing industry was begun by THE NATIONAL PROVISIONER. At that time it was believed that the packer's greatest opportunity for cutting costs lay in his steam and power operations. The survey was planned to determine such facts, and THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE was established for this purpose.

Packing plants were visited and mail surveys were made. Packers' cost records were examined and steam and power costs compiled. Equipment and methods were analyzed, and losses calculated.

Results of this study proved beyond a doubt that no department of the packinghouse offered the possibilities for larger savings or the opportunity for more profitable investment than in engine and boiler rooms.

Modernizing to Make Money

With facts and figures available to prove its claims, THE NATIONAL PROVISIONER set out to convince packers of the fact through publication of cost and saving data, descriptions of profitable power department rehabilitation and modernization in meat packing plants, and through reports by its Steam and Power Saving Service.

Today it can be stated that modernization of the meat industry's power plants is definitely under way. The first step in the campaign—packers' realization that the largest savings they can make are in their power plants—has been to a large extent accomplished.

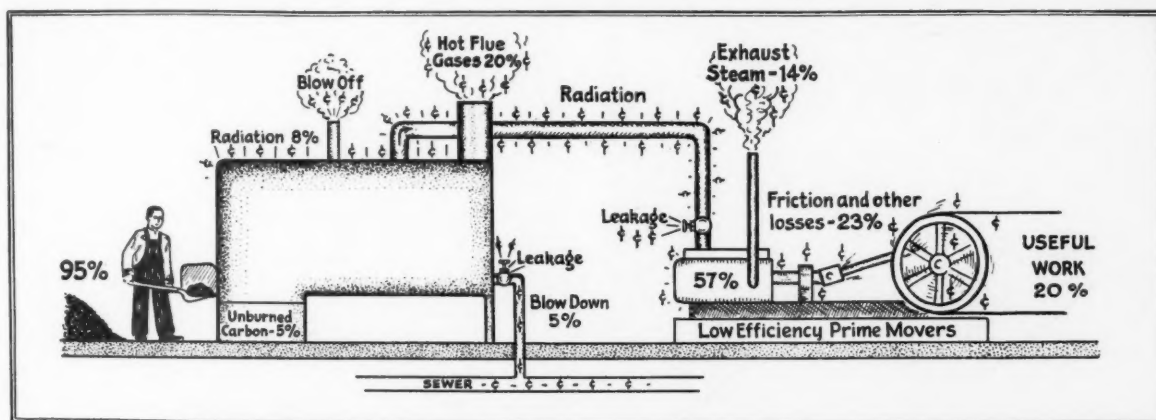
Many packinghouse power plants have been rehabilitated or rebuilt. The urge of competition, need to keep operation costs at a minimum, and desire to transfer present steam and power losses to the profit side of the ledger—all these will largely influence modernization from now on.

Progress in reducing steam and power costs in meat packing plants may not have been as rapid as some impatient advocates have desired. However, more could not have been expected under all the circumstances affecting the industry.

Packer Seeks to Check Cost

THE NATIONAL PROVISIONER sensed early in its campaign for better packinghouse power plants that, if the industry was to be aroused to steam and power savings possibilities, packers would first have to become more interested in their power

WHY IT PAYS MEAT PACKER TO Study His Power House



HOW FUEL DOLLARS SHRINK WHEN PACKER'S POWER PLANT IS NOT RIGHT.

In the average meat plant power department probably not more than 20 per cent of the heat value of the fuel does useful work. The remaining 80 per cent is lost.

Power plant modernization will not eliminate all losses shown here, but it will reduce them enough to return a large yearly interest on modernization cost.

It has been demonstrated many times that the best investment the meat packer can make is to bring his power plant up-to-date.

plants. They would have to learn to keep adequate steam and power costs and records and discover, through steam and power cost comparisons, the large sums of money they were losing through inadequate equipment and wasteful methods.

Boiler and engine room efficiencies, evaporation records and similar plant technicalities mean little to the average meat plant executive. He does understand steam and power costs when applied per head of livestock killed. And he readily appreciates what he is losing when his steam and power costs per head of livestock slaughtered are compared with similar costs in a competitive packing-house with a modern power plant.

It is largely on the basis of such costs and po-

tential savings, therefore, that THE NATIONAL PROVISIONER conducted its modernization campaign.

Many packers know more today about their steam and power costs than they knew a year or two ago. They are questioning these costs, comparing them with those in other plants, and proving from their own experience that "no department of the meat plant offers the possibilities for savings that are to be found in the power house."

This growing interest in steam and power costs has been translated into action in a practical way in at least 30 meat packing plants during the past two years, with perhaps as many more packers considering or actively engaged in making plans for complete or partial power plant rehabilitation.

MANY PACKERS *See the Savings*

IN MEAT plants where power department rehabilitation or modernization has been carried out various general plans have been followed, depending on size of plant, ease with which a heat balance could be secured, potential savings indicated, etc. Installations have ranged from high pressure, automatically-controlled plants utilizing extraction turbines as the power source, to very simple plans for generating power and finding a use for a greater percentage or all of the exhaust steam.

Power a By-Product of Refrigeration

Of considerable interest to engineers, and to smaller packers concerned with cutting steam and power costs—particularly in securing a heat balance where there is a supply of exhaust steam greater than present needs—are certain meat plant modernization jobs

in which absorption type refrigerating machines have been installed. In these plants practically complete utilization of the exhaust steam is secured.

Costs in these instances were reduced by an amount approximately equal to the sum formerly paid for purchased power.

Another comparatively recent development—through use of which packers can generate more power as a by-product of the processing steam demand—are low-pressure rendering systems. One of these functions efficiently with steam pressures as low as 2 or 3 lbs. The other requires a higher pressure, but one readily obtained from exhaust of engines or turbines operating on moderate steam pressures.

Plan According to Individual Needs

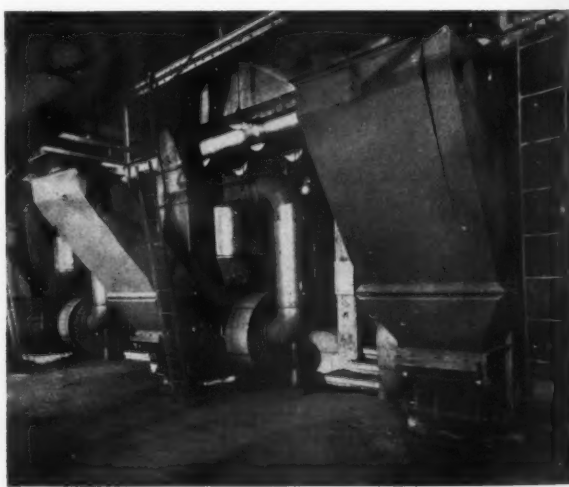
The absorption type refrigerating machine and these newer rendering sys-

tems greatly simplify the problem of securing a heat balance in many instances, particularly in the medium size and smaller meat packing plants.

Modernization of packinghouse power departments has ranged from complete new power plants to installation of engines and small turbines, in connection with existing boilers, to produce by-product power to the limit of the processing steam demand. In the latter case, of course, low pressure steam not supplied by engine or turbine exhaust is secured from the high pressure steam line through reducing valves.

How Decker Modernized

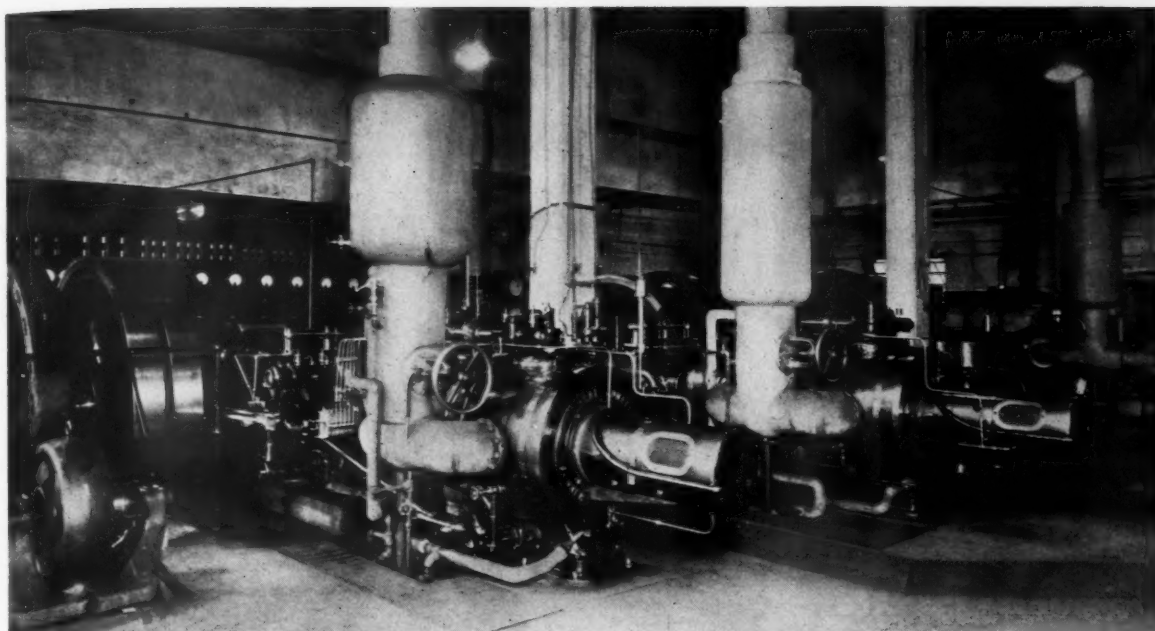
Jacob E. Decker & Sons, Mason City, Ia., were the first packers to modernize their power plant to produce power as a by-product of the processing steam demand through utilization of high pressure boilers and extraction turbines. They had seen these savings



HIGH PRESSURE BOILERS AND FIRING EQUIPMENT IN DECKER PLANT.

At the left are two Springfield boilers generating steam at 450 lbs., each with capacity of 60,000 lbs. steam per hour. They are equipped with superheaters to give a steam temperature of 650 degs. Fahr.

At the right are the coal pulverizers, one of which is equipped with both motor and steam turbine drives. The other two are driven by 60 h.p. Westinghouse induction motors. Either coal or gas may be fired with these units.



POWER IS BY-PRODUCT OF PROCESSING STEAM DEMAND.

Engine room in plant of E. Kahn's Sons Co., Cincinnati. Here high-speed Skinner engines replace reducing valves, producing power in the operation of reducing the steam from boiler pressure to that suitable for cooking, building and water heating, etc.

possibilities even before THE NATIONAL PROVISIONER campaign began.

Decker formerly made steam for processing and purchased power for equipment operation. Steam for processing and operation of some of the ammonia compressors, pumps, etc., was generated in three 400 h.p. boilers, stoker fired. Coal and ash were handled mechanically.

Exhaust from compressor engines, pumps, etc., at 3 lbs. pressure, was used for water and building heating, cooking, etc. Any deficiency in low pressure processing steam was made up through reducing valves. Steam for rendering was also taken from the high pressure steam line through reducing valves.

Power for operation of all equipment, including a 450 h.p. synchronous motor, direct connected to a 318-ton ammonia compressor, was purchased from the local power company. Power cost approximated \$65,000 yearly.

Savings Justified Modernization

This power plant was typical of those in operation in many meat plants of similar size, particularly so far as equipment was concerned. Operations were very efficient, and it is probable that unit steam and power costs were below what might be considered typical for the industry as a whole. They averaged \$0.198 per hog slaughtered. (Decker slaughtered no cattle at that time.)

Decker needed no new power plant set-up to supply its steam and power requirements. The new plant could be

justified only on the basis of what surveys by competent engineers had shown would effect a large saving.

In the modernized Decker power plant steam is generated at 450 lbs. pressure, superheated to 650 degs. Fahr., and fed to a turbine, producing

power. Steam is extracted from this turbine at 150 lbs. pressure. The turbine exhausts at 60 lbs. The 150-lb. steam drives ammonia compressors, fans, pumps, etc. When necessary, which is seldom, it may be used to drive a smaller condensing turbine.

Exhaust from ammonia compressor, engines, pumps, fans, etc., is used for building and water heating, process cooking, etc. Steam exhausted from turbine at 60 lbs. pressure is utilized for rendering. Any surplus of 150-lb. steam goes to a steam accumulator, where it is stored for peak demands.

Auxiliary equipment with dual drives—steam and electric—aid in maintaining a heat balance under fluctuating demands for steam and power.

Costs Cut 8.3c Per Hog

Operating expenses in the power department and cost of purchased power in the old Decker power plant for a period of 249 days and in the modernized plant for a similar period a year later, were reported in the September 9, 1933, issue of THE NATIONAL PROVISIONER. These showed that in the old plant during that period steam and power costs totaled \$117,612.54, or at the rate of \$0.198 per hog.

Steam and power costs in the new power plant over a similar period totaled \$68,539.27—\$0.115 per hog slaughtered. Total saving for the 249-day period, therefore, was \$49,073.27, despite the fact that 2,061 more hogs were slaughtered during the latter period.

This saving—at the rate of \$72,000

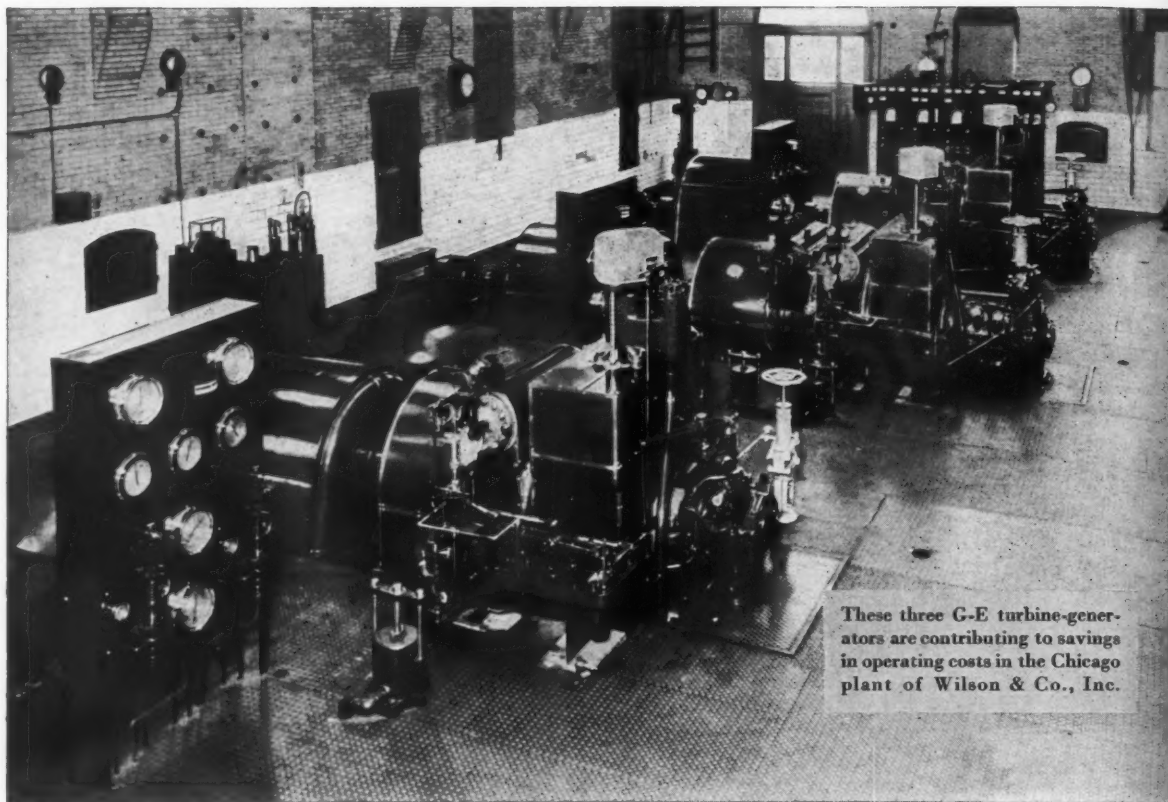


DECKER COST DOLLAR.

Decker's steam and power costs over a 249-day period following power plant modernization and during the same period a year earlier were:

	New Plant.	Old Plant.
Total	\$68,539.27	\$117,612.54
Net Saving for Period		\$ 49,073.27

This saving was at rate of approximately \$72,000 a year. Savings are now understood to be better than \$80,000 annually.



Wilson & Co. Obtains Added SAVINGS from By-product Power with G-E TURBINE-GENERATORS

THREE G-E noncondensing turbine-generators installed in 1933 contribute to savings in operating costs at the Chicago power plant of Wilson & Co. They take steam at 385 lb pressure and deliver steam at 3 lower pressures: for operating mechanical-drive turbines and engines, for processing, and for low-pressure heating. At the same time, they efficiently supply electric energy for plant uses.

These machines are remarkably flexible in operation. Automatic governing-controls adjust the steam flow at the throttle to meet variations

in electrical requirements and steam demands, while they maintain speed and accurately control the extraction-steam pressures.

These turbine-generators are giving dependable service under most exacting conditions.

Let our engineers discuss with you the application of turbine-generators to your plant conditions. For information, refer to the nearest G-E sales office, or write General Electric Company, Schenectady, N. Y.

710-190

GENERAL  **ELECTRIC**

yearly—is due directly to generating power as a by-product of the processing steam demand, better boiler efficiency, a more even load on the boilers and a reduction in the processing steam pressure from 80 to 60 lbs. At the time these comparative steam and power costs were compiled, return on the investment in the modernized power plant was 24 per cent yearly. In other words, at this rate the investment would be returned in somewhat over four years.

The Decker plant was designed by Ralph D. Thomas, consulting engineer, Minneapolis, Minn.

Wilson Makes Large Savings

Later two other packers—Wilson & Co., Chicago, and Oscar Mayer & Co., Madison, Wis.—started power plant modernization. In both these cases high pressure boilers and extraction turbines were installed to produce power as a by-product of the processing steam demand. Both companies formerly made steam for processing and purchased power for equipment operation.

The Wilson & Co. power plant is the larger and more elaborate of these two modernization jobs, because of the larger volume of slaughtering and processing operations in this packinghouse and consequent greater demand for steam and power.

This plant was designed by Allen McKenzie, chief engineer, Wilson & Co., and his staff, and was placed in operation during the first week of January, 1934. Preliminary estimates indicated this plant would make annual savings running into six figures.

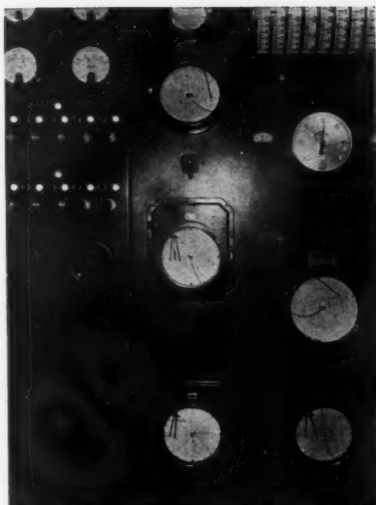
The company never has made public steam and power costs in the modernized power department or the savings that have resulted compared with former costs. It has reported, however, that savings have exceeded estimates. It is generally conceded they are sufficient under normal conditions of slaughtering and processing to make an annual return of better than 25 per cent on the investment required to build the new power plant.

Labor and Other Economies

A feature of the new Wilson & Co. power plant is the completeness with which it has been mechanized. Powdered coal is burned, the fuel being handled mechanically from coal cars to boiler furnaces. Ash is also loaded on cars with a minimum of labor. All fundamental control of operations is centered in a control board under the supervision of one man.

This completeness of mechanization means more than merely a saving in labor, however. Efficiencies are bettered, costs are lowered and chances for errors and mistakes are reduced because less dependence is placed on the human element.

As in all power plants of this kind, the effort was made to obtain a close heat balance. Steam is generated at 380 lbs. in three bent-tube, four-drum



MODERN BOILER ROOM CONTROL.

Instrument and control panel in Wilson & Co. modernized boiler room, located in firing aisle. Without leaving his post man in charge can regulate all conditions to secure maximum boiler efficiency.

boilers equipped with superheaters, economizers and air preheaters. Power is made with three extraction turbines with a total capacity of 7,500 kva. Steam for operating ammonia compressor engines, pumps and other auxiliary equipment is extracted from turbines at 155 lbs. pressure and at 85 lbs. for plant processing requirements. Exhaust steam from turbines, at 10 lbs. pressure, is used for low temperature processing, cooking, building and water heating, etc.

As the supply of steam at 155,85 and 10 lbs. pressure is obviously determined by the plant's electrical demand, a complete system of pressure reducing and desuperheating stations has been installed. These supply steam to each of the processing headers, when needed, from the header next higher in pressure. Therefore, if for any reason there should be a shortage of steam at any pressure, the deficiency is made up automatically. A steam line runs from the main steam header to each reducing valve station.

Hunter Begins Modernization

It is sometimes possible for the meat packer to equip his plant to generate power as a by-product of the processing steam demand with a comparatively small investment. Possibilities in this direction depend, of course, on type and kind of boiler equipment in use, ingenuity of the engineer in charge of design, character of steam and power loads, and other factors.

In the plant of the Hunter Packing Co., East St. Louis, Ill., installation of generating equipment and auxiliaries has enabled this company to produce all its power needs, and to save ap-

proximately its former expense for purchased power. The new equipment was placed in service during the early part of 1935 and has operated continuously and satisfactorily since that time.

Steam is generated in this plant at a pressure of 200 lbs., 150 degs. Fahr. superheat, in three 510 h.p. boilers which have been in service for some time, and which were considered to be in too good condition to be "scrapped" at this time. The fuel is Illinois slack coal, burned on chain grate stokers.

Former Cost of Power Saved

Power is produced with a 1,875 kva. turbo-generator set operated condensing. Steam for operation of steam-driven ice machines, air compressor, pumps, etc., and for rendering, is extracted from the turbine at 60 lbs. pressure. Exhaust steam from these latter machines, at 5 lbs. pressure, is used for building and water heating, cooking, etc.

A very close heat balance is being secured. Savings approximate the sum formerly spent for purchased power, less fixed charges on the turbo-generator and its auxiliaries, and a standby charge for maintaining a connection with the public service power lines. Savings are sufficient to yield a 35 per cent annual interest on the investment. A detailed description of this turbo-generator installation, together with coal and power costs before and after this generating equipment was installed, will appear in a later issue of THE NATIONAL PROVISIONER.

When present boiler equipment at the Hunter plant needs replacing, it is probable high-pressure steam-generating units will be installed. Eventually, also, another turbo-generator set may be purchased, making the company independent of the utility company.

C. H. Kane Engineering Co., Chicago, designed this plant.

Small Investment, Large Savings

One of the most unusual jobs of packinghouse power plant modernization, from the standpoint of return on investment, was made during 1934 by an Eastern packer. Under normal conditions of livestock supply this packer slaughters 500,000 hogs, 50,000 cattle and 77,000 head of small stock yearly.

Steam for processing formerly cost this packer 32c per 1,000 lbs., or \$75,000 yearly. Power for equipment operation was purchased at \$0.0085 per k.w. Total cost of power was about \$28,000 annually.

Power department of this plant always had been given careful attention. Its efficiency probably was above the average, and its cost of steam and power below the average for the industry as a whole. Eight pounds of water were evaporated per pound of coal burned. Power cost but a little more than ½c per k.w., taking the demand charge into account—a very low rate.

It would seem this packer should



The mother of inventions

● In no industry has "necessity" so definitely mothered inventions and technical progress as in valves, fittings and piping. The story of Crane development is almost wholly that of engineering new products for new needs.

Industry cried for uniformity in the strength of metals. Crane plunged into metallurgy and brought forth highly perfected standards. The compound engine required higher pressures. Crane initiated cast-steel for safe, durable valves and fittings. High temperatures called for greater stamina. Crane produced new alloys. Industry called for all these things in ever increasing quantities. Crane invented machines to make valves and fittings faster and better.

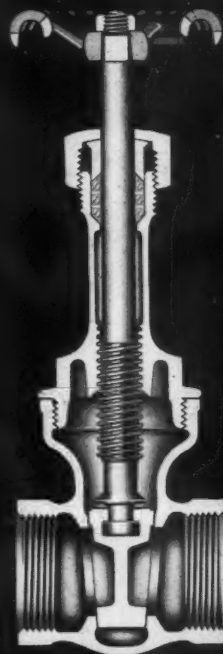
Seasoned for eighty years in the exacting business of giving industry precisely the piping materials it requires, Crane Co.'s experience and its products are invaluable to every plant, small or large. Its stocks number more than 30,000 different items. Its engineering departments are continually devising new ones for special needs. Throughout is the sterling quality that makes for strength, dependability, long-life.

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Crane No. 431 Gate Valve

- 1 Sturdily built with solid wedge disc and rated for 150 pounds steam pressure.
- 2 The rising stem indicates position of disc.
- 3 Has deep stuffing box fitted with gland.
- 4 Disc faces machined to provide extra allowance for wear—giving longer service life.
- 5 Generous stem thread engagement and liberal length of thread at bonnet joint.
- 6 Also made with flanged ends, Catalogue No. 429.

CRANE VALVES, FITTINGS and PIPE FABRICATION

have been satisfied with results, but he was not. He employed a competent consulting engineer to survey possibilities. This showed that an investment of \$97,000 would return a saving of \$79,170 annually.

Cost of Boiler Saved in One Year

The plan—since carried out—contemplated installation of a boiler and an extraction turbine only, together with auxiliaries. The cost of the boiler was \$54,000. It was estimated to save \$51,300 yearly. Only one boiler was purchased, old boilers being maintained in use for stand-by service. After the first boiler had paid for itself—which it was estimated it would do in a little more than a year—it was planned to consider installation of another unit.

The turbo-generator unit was estimated to cost \$42,000. The savings it would make figured out at \$28,000.

Combined savings in boiler and engine room would cut this packer's steam and power cost per composite head of livestock killed to 27.3c, it was estimated practically one-half the average steam and power cost for the industry as a whole. (For estimating purposes, and to arrive at a composite head of livestock, one head of cattle is assumed to equal 2.14 hogs or 7.5 head of small stock.)

This plant was planned by Harry P. Dempsey, consulting engineer, Buffalo, N. Y. In commenting on the unusual

steam and power savings results apparent in this power plant, Mr. Dempsey pointed out that while the investment required to modernize the meat plant power department need not be large, it must be made wisely if the best results are to be secured.

Step-by-Step Method

In some instances packers have elected to undertake modernization of their power plants in a step-by-step manner. In such cases the modernization scheme usually is completely worked out in detail, new equipment planned that will function efficiently with that installed, and the work carried to completion over a course of years, equipment being installed as opportunity occurs.

The advantage of such a plan is that a large initial investment is not made at one time. It is very often possible, working in this manner, to pay the cost of each modernization step out of savings resulting from previous steps.

Rath Packing Co., Waterloo, Ia., recently partly modernized its power department. While executives of this company have not said that equipment already installed is the first step in a complete modernization program, it might readily be such if it were decided at any future time to install additional boilers or generating equipment. Provisions for such additional units were made in the plans.

Rath's New Equipment

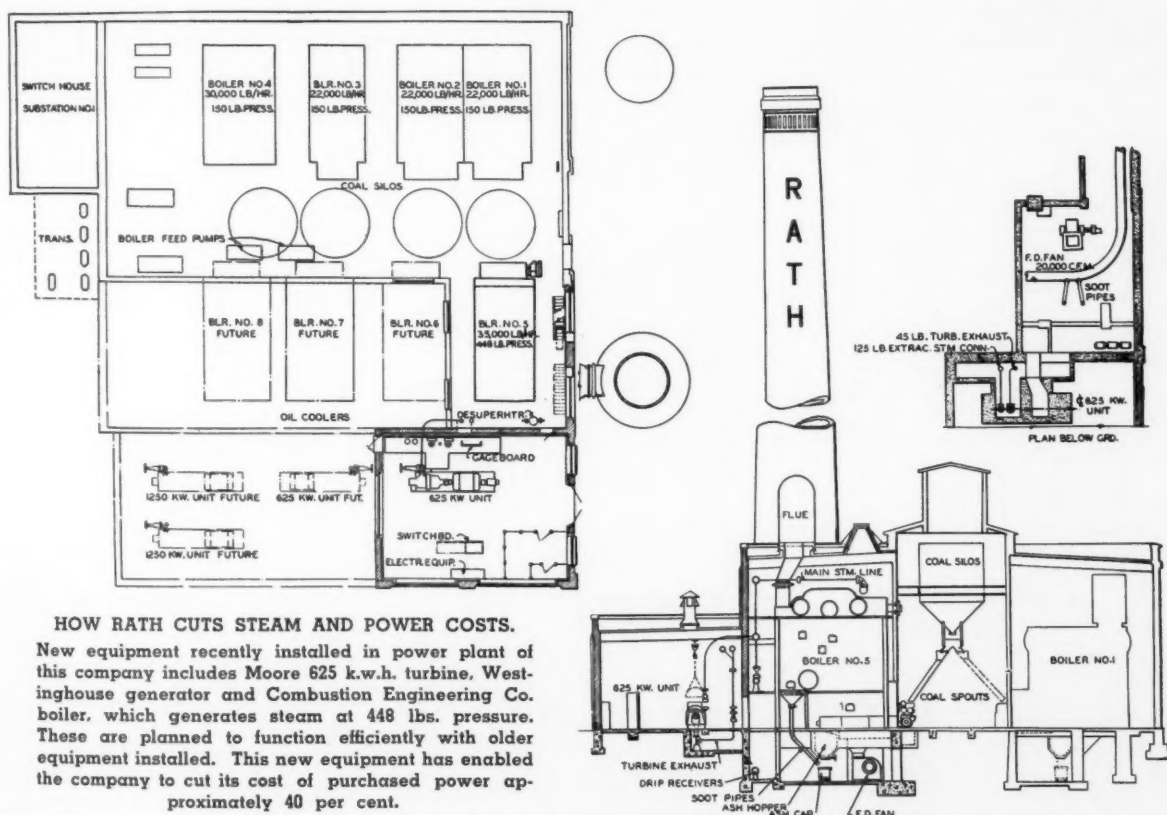
The work done to date at this plant includes installation of a 625 k.w. turbo-generator set, and boiler with a capacity of 35,000 lbs. of steam per hour at a pressure of 448 lbs. This new equipment is planned to function efficiently with boilers and auxiliaries previously in use.

Steam is extracted from the turbine at 125 lbs. pressure, the working pressure of the old boilers. This is used to operate compressor engines and auxiliaries. Exhaust from these engines and auxiliaries is used throughout plant for processing. Exhaust from turbine, at 45 lbs. pressure, is used for rendering.

This new equipment enables the Rath Packing Co. to generate approximately 40 per cent of its power requirements and to make a very material saving in its cost of power. Engineering work was done by the Stone & Webster Engineering Corp., Boston, Mass. A description of this partial modernization appeared in the October 19, 1935, issue of THE NATIONAL PROVISIONER.

Krey Rebuilds Boiler Room

Krey Packing Co., St. Louis, Mo., is making improvements in its power plant as the first step in what is expected to be a long-range modernization program—one which may not be completed for perhaps eight or ten years. In the interval the new equip-



HOW RATH CUTS STEAM AND POWER COSTS.

New equipment recently installed in power plant of this company includes Moore 625 k.w.h. turbine, Westinghouse generator and Combustion Engineering Co. boiler, which generates steam at 448 lbs. pressure. These are planned to function efficiently with older equipment installed. This new equipment has enabled the company to cut its cost of purchased power approximately 40 per cent.

2 NEW data books★ on mechanical control

DATA BOOK No. S-11

Illustrates various methods for the mechanical control of pressures, flows, levels and speed. This Data Book describes in detail the new Smoot Series "50" (hydraulic) and Series "60" (pneumatic) regulators which will operate valves, dampers, rheostats, hydraulic couplings, or any type of variable speed transmission. The Smoot Series "50" and Series "60" regulators measure the quantity they control regardless of application and can be made sensitive to changes of less than 1/1000 of an inch of water.

DATA BOOK No. S-20

Contains a complete discussion of the basic problems in boiler operation including—steam pressure control—combustion control—load distribution—and furnace draft control. This Data Book also discusses the difference between a control system and mere regulation; essentials of a successful mechanical control system, etc. It is fully illustrated and contains a large number of full page diagrams showing the application of the Smoot system of mechanical control to various types of boilers and fuel firing equipment.



Write for either or both of these Data Books—we will gladly mail them upon request, without obligation. They contain data of practical value to anyone interested in the subject of mechanical control. If you are having any operating problem, involving the control of pressure, rate of flow, level of a liquid, or speed of rotation, you will find these Data Books of unusual interest. Write for your copy today.

SMOOT ENGINEERING CORPORATION

Division of Republic Flow Meters Co.
2232 Diversey Parkway, Chicago, Ill.

ment being set in place will be earning large savings, which will go to a considerable way toward financing additional equipment when the need for it is apparent.

This company has made power as a by-product of its processing steam demand for many years, using high speed engine-generator sets as the power source. Present improvements are being made to increase boiler room efficiency and reduce steam costs. They are being considered as a step toward complete power plant modernization.

The final step in the program contemplates modernization of the engine room and installation of turbo-generator units. This will come when engines now in use reach an age when their replacement appears advisable — some years hence.

Boiler room modernization in the Krey plant will cost approximately \$125,000. Included in the work is a new boiler room, a 175-ft. stack, installation of a coal and ash handling system and two 350 h.p. boilers constructed to carry a steam pressure of 350 lbs. These are being equipped to burn coal under forced draft on chain grate stokers.

Morrell Begins a Program

Another packing plant which has taken what probably will be the first step in power plant modernization and installation of equipment to generate power as a by-product of the processing steam demand is John Morrell & Co., Ottumwa, Ia.

The improvement will cost approximately \$150,000 and includes installation of a high-pressure boiler and auxiliaries. The new unit has a capacity of 100,000 lbs. of steam per hour, with a peak output of 120,000 lbs. It will generate steam at 200 lbs. pressure when placed in service, but is designed and equipped to operate at 450 lbs. pressure. It will burn pulverized coal and is equipped with a superheater for raising the temperature by 100 degs. Fahr.

The foregoing examples of packing-house power modernization illustrate the trend steam and power cost cutting has taken in large meat plants. In each case plans have been worked out carefully to fit particular conditions. It is evident in at least some of these cases that the idea was not necessarily to get costs to the lowest possible figure, but to secure an income yield which would be the most attractive, considered in relation to investment.

Situation in Small Plants

In the medium size and smaller meat packing plants modernization has necessarily been more simple. The problem in these plants is not necessarily to make savings—for every packing plant uses low pressure steam for processing, and power therefore can be generated profitably up to the limit of the processing steam demand—but to show

sufficiently large savings to justify the packer in making a comparatively large investment.

In some smaller plants where power demand exceeds steam demand, the problem of making the greatest saving in steam and power costs sometimes involves increasing processing steam demand so as to make it possible to generate more power as a by-product of that demand.

As has been stated, this may be done in certain instances by installing a low pressure rendering system operated with exhaust steam, or an absorption refrigerating machine.

Kroger Cuts Costs \$160 Per Week

Among smaller packers who chose this latter equipment as a means of increasing exhaust steam demand were the Kroger Grocery & Baking Co., at its Columbus, O., plant, and the Field Packing Co., Owensboro, Ky. Both of these plants formerly purchased all power for equipment operation. Today they are producing all power required for plant operations and saving approximately the amount of their former power bills.

A description of the Kroger power plant modernization appeared in the May 11, 1935, issue of THE NATIONAL PROVISIONER. Here the work done consisted essentially in the installation of coal handling equipment for conveying fuel from cars to boiler room, a high speed engine-generator set of 250 k.w. capacity, and a 100-ton absorption refrigerating machine operated with steam at 5 lbs. pressure secured from the engine exhaust.

Saving in steam and power costs in this new plant have averaged in the neighborhood of \$160 per week. Cost figures taken from the books of this company for a 16-week recent period show an actual average weekly saving

of \$159.77. Steam and power cost per head of livestock killed has been reduced from \$0.7838 before the new power plant was installed to \$0.4415 afterward.

Field Finds Modernization Worth While

A similar set-up for generating power as a by-product of the processing steam demand was worked out in the Field plant. Here a Corliss engine operates a 125 k.w. generator, supplying all the plant's power requirements.

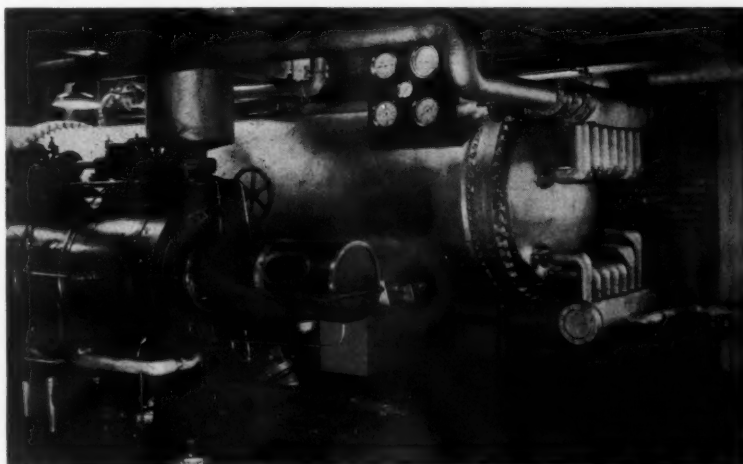
Exhaust from this engine, in turn, supplies the heat for operation of a 100-ton absorption refrigerating machine and for water heating, cooking, etc. Savings in steam and power costs since the power plant was rehabilitated have averaged \$410 per month. Cost of purchased power previous to placing the new plant in operation averaged \$450 per month. The difference between these figures—\$40—represents an increased cost for fuel.

Both the Kroger and Field modernization jobs were planned by A. M. Kinney, consulting engineer, Cincinnati, Ohio.

Many Small Packers Rehabilitate

Where processing steam demand exceeds power demand—not an unusual situation among small meat packing plants—the problem of producing all power needs as a by-product is a simple matter. It is solved by installing an engine-generator set or turbo-generator unit, producing power and sending the exhaust to the low pressure processing steam line.

But generating all power as a by-product rarely exhausts the steam and power savings possibilities in the smaller packing plant. Many boilers in use are from 15 to 18 years old; stokers are not used as generally as they should



POWER AS BY-PRODUCT OF REFRIGERATION.

One-hundred ton Carbondale absorption refrigerating machine in power department of Kroger meat plant at Columbus, O. This machine supplies all refrigeration and enables this company to make power as a by-product of plant refrigerating demand.

BALANCED!

Moore 625 KW Non-Condensing Bleeder Turbine operating at 425 lb. steam pressure, 75° superheat, bleeding steam at 125 lb. pressure and exhausting at 40 lb. to 50 lb. pressure.

Installed at The Rath Packing Company, Waterloo, Iowa, Stone and Webster, Engineers.

POWER PRODUCED AS A BY-PRODUCT OF PROCESS STEAM SAVES MONEY FOR THE RATH PACKING COMPANY

This 625 KW Moore Steam Turbine has reduced power costs at The Rath Packing Company. It is synchronized with purchased power and produces by-product power in direct proportion to the 125 lb. steam required to operate existing equipment and the process steam required at from 40 lb. to 50 lb. The power output is balanced with the process steam demand at all times and no steam is wasted.

Both the 125 lb. steam which is bled from the turbine and the 40 lb. to 50 lb. exhaust steam are held at constant pressure regardless of the demand by simple, but precision, controls.

Automatically controlled steam inlet valves assure highly efficient operation under all conditions without attention from the operators.

MOORE STEAM TURBINE CORPORATION

WELLSVILLE, NEW YORK



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be; coal and ash handling equipment is often conspicuous by its absence, and operating methods are often haphazard and inefficient.

The smaller packer has been quick to see possibilities for saving by generating his power needs and utilizing the exhaust steam in processing. Accordingly many small engine-generator sets and small turbo-generator units have been installed.

The savings, of course, have been gratefully received. And having had a taste of the savings to be made with modern equipment and operation, the packer has become more receptive to possibilities for further reduction of waste and loss in his power plant.

How Lima Packing Saved Money

Numerous smaller packers have installed power generating equipment and otherwise modernized their power plants during the past two years—so many that only a few of the more typical rehabilitation jobs can be mentioned here. Those described are selected more with the idea of showing modernization trends in the smaller packinghouse power plant than to illustrate unusual jobs or to show relatively large savings.

Lima Packing Co., Lima, O., in size of business and methods of operation is typical of hundreds of packing plants throughout the country. This company generates all of its power needs. The savings it is making as a result are possible to a greater or less degree in innumerable other plants.

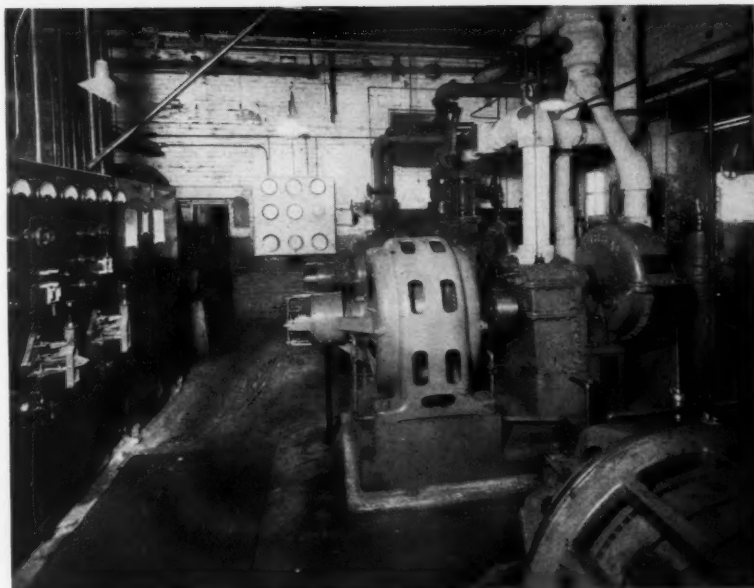
This company formerly made steam for processing and bought power for equipment operation. The power bill (at 1½¢ per k.w.) was \$7,800 per year, and coal consumption six tons per day. Now it makes all its steam and power. Power costs approximate \$1,300 to \$1,800 per year, and only half a ton more coal per day is burned.

This represents a saving of around \$6,500 per year in steam and power costs—considerable for a small plant—and close to 50 per cent per year on the investment in power plant modernization. Cost of power per head of livestock slaughtered has been reduced from 14¢ to around 2½¢ to 3¼¢.

Small Turbo-Generators Used

Equipment installed in this plant to make these savings included a new boiler, two turbo-generator sets, new steam piping where needed and new steam pipe insulation to replace that which had become unserviceable. Bad conditions causing waste and loss in the boiler room also were corrected. The new boiler is used for standby service, steam for everyday operation being generated in a 300 h.p. water tube boiler at 150 lbs. pressure. Coal is handled mechanically.

Two turbo-generator sets, each with a rating of 100 k.w., are in use. One operates non-condensing against a back



RETURNS 50 PER CENT A YEAR ON INVESTMENT.

Engine room in plant of Lima Packing Co., Lima, O. Two small Murray turbines installed to generate power for equipment operation. Power plant modernization is saving this company \$6,500 per year. Cost was paid out of savings in two years.

pressure of 5 lbs. The other operates condensing, steam for processing being extracted at 10 lbs. pressure. Both turbines are connected to 3 phase, 60 cycle, 240 volt alternating current generators through herringbone reduction gears.

Non-condensing turbine is used for standby service. Quantity of steam bled from the condensing unit is regulated by the processing steam demand. Steam through the turbine in excess of processing needs is condensed. Steam required at pressures greater than 10 lbs. is secured from the 150 lb. steam line through reducing valves.

In this plant the "unbalance" between steam and power loads was marked enough to make it advisable for the bleeder type turbine to exhaust to a condenser. The general layout was determined as the most satisfactory under the conditions, and the one that would yield the highest return on any investment that could be made.

Kohrs Finds Power Generation Profitable

Kohrs Packing Co., Davenport, Ia., is another of the smaller packing plants in which power is being generated as a by-product of the processing steam demand. Its investment in power-generating equipment is comparatively small, but it has enabled the company to produce all of its power needs with a consumption of coal no greater than before the new equipment was installed. In other words, the saving this company is making is approximately what it formerly paid for purchased power, less fixed charges on the investment.

This company requires approximate-

ly 1,400,000 k.w.h. of electrical energy yearly, for which it formerly paid an average of 1.1¢ per k.w., or a total of somewhere in the neighborhood of \$15,400. Savings on power generation represent a return of about 50 per cent on the cost of bringing the power plant up-to-date.

Improvements in this case consisted of a turbo-generator set, some new steam piping and insulation and a rearrangement of auxiliaries to operate on either steam or electrical power. Steam is made in two 250 h.p. water tube, gas-fired boilers. A third boiler—a 350 h.p. water tube equipped with a chain grate stoker—is held mainly for standby service.

Turbo-generator has a capacity of 375 kva and is operated condensing. Steam for operating ammonia compressors, pumps, etc., and for rendering, is extracted from this turbine at 80 lbs. pressure. Steam for low pressure processing, building and water heating, is exhausted from the compressor engines and pumps at a back pressure of ½ to 1 lb.

In addition to pumps and auxiliaries arranged to be operated with either steam or electrical power, one ammonia compressor is also arranged for motor drive. This is used when required, in combination with one or more steam driven compressors, as steam and power balancing conditions require.

Hygrade Saves \$1,000 Per Month

In the plant of the Hygrade Food Products Co., Chicago, installation of turbo-generator set enabled them to skim an average of 120,000 k.w.h. monthly from purchased steam at prac-

PROFITS

from Steam and Power Modernization

Hinge on Efficient Operation



Bailey Boiler Meter installed on a 217 h. p. boiler at Schaffner Bros. Company, Pork and Beef Packers, Erie, Penna.

These Packers Use Bailey Meters

Armour & Company
Cleveland Provision Company
Cudahy Bros. Company
Darling & Company
Jacob E. Decker Company
John Felin & Company
Fowler Packing Company
G. H. Hammond Company
Hy-Grade Food Products Co.
Iowa Packing Company
Kroger Grocery & Baking Company
Lima Packing Company
John Morrell & Company
New York Butchers Dressed Meat Company
Plankinton Packing Company
St. Paul Union Stock Yards
Wm. Schludenburg—T. J. Kurlie Co.
Sperry & Barnes
John P. Squire & Company
Swift & Company
Jacob Ulmer Packing Company
Rath Packing Co.
Wilson & Company

• A middle western packing plant, after installing Bailey Boiler Meters on four 800 h. p. Stirling boilers, ran comparative tests with and without the meters as guides to the firemen. Each test was run for a 10-day period and during the first 10 days the charts were covered so that the data concerning steam production, total air used for combustion and flue gas temperature were obtained for comparison with the evaporation and combustion efficiency obtained during the last 10-day test. The meters were then uncovered and the chart records served to guide the fireman in striving for best efficiency during the latter test.

Results obtained from these tests indicate an increase in boiler and furnace efficiency from 72.3 to 76.2% when the meters were used to guide firemen. This saving amounts to 10.34 tons of coal or \$33.50 per day. At this rate of saving, the meters pay for themselves every two months.

Since profits from steam and power modernization hinge on efficient operation, every boiler plant modernization program, however limited it may be, should include the installation of metering equipment to secure the most efficient operation possible from each unit. Regardless of whether existing equipment is revamped or new boilers are purchased, maximum economy from each unit should be insured by a Bailey Boiler Meter to guide manual or automatic combustion control.

Regardless of the fuel or method of firing, if your boilers are 100 h. p. or larger, it will pay you to write for a copy of "Savings Effected by Bailey Boiler Meters" which will be furnished without cost or obligation.

BAILEY METER COMPANY
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Bailey Meter Company Limited, Montreal, Canada D-31

tically no cost, except that represented by fixed charges on the investment.

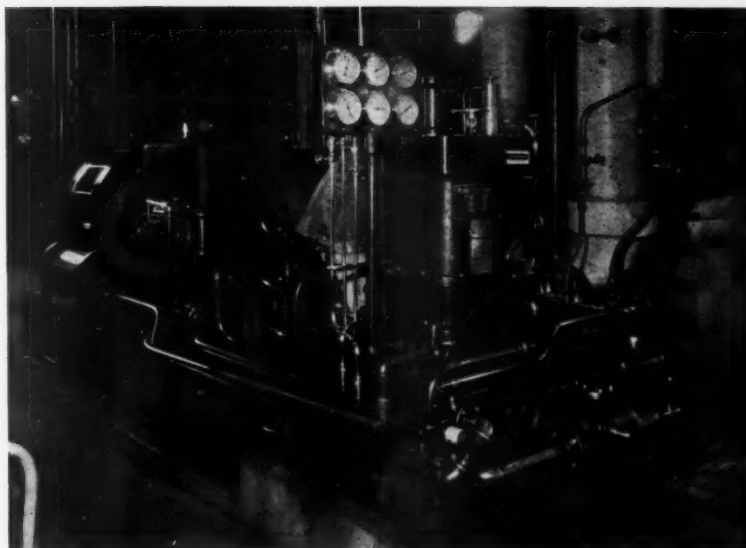
This production of power is practically a clear gain. It represents energy in the steam that would be lost were the common practice followed of reducing the steam to the required pressure through reducing valves.

The hook-up is simple, and is shown in the accompanying steam flow diagram. No steam is made at this plant, all requirements at 185 lbs. pressure being purchased. The steam is delivered to the plant through an 8-in. line. It contains about 150 degs. superheat.

During the winter, it is estimated, about 75 per cent of all steam used passes through the turbine, generating an average of approximately 75 per cent of the power used to operate equipment. During the warmer months approximately 25 per cent of the steam used passes through the turbine, generating about 25 per cent of the plant's electrical requirements. Monthly production of power averages somewhere in the neighborhood of 120,000 k.w.h.

Illinois Saves Former Power Cost

Average cost for purchased power was close to \$.009 per k.w.h. On this basis, assuming power produced by the turbine averages 120,000 monthly, and not taking fixed charges into account, this turbo-generator installation cut somewhat more than \$1,000 per month from the bill for purchased power—a saving worth while in any plant.



SAVINGS PAID FOR EQUIPMENT IN TWO YEARS.

Kohrs Packing Co., Davenport, Ia., formerly purchased all power for equipment operation. Installation of this Murray turbine and General Electric generator enabled the company to produce all its power needs with no increase in coal consumption. Power cost was cut to a fraction of a cent per k.w.h.

Typical of packinghouse power plant modernization using engines to generate powers is the set-up in the plant of the Illinois Packing Co., Chicago. Steam is generated in this plant at 150

lbs. pressure in two 200 h.p. cross drum water tube boilers equipped to burn pulverized coal. Part of this steam was used to operate an engine direct-connected to a 70-ton ammonia compressor and a number of pumps. Exhaust steam from these engines and pumps, at 5 lbs. back pressure, was used in the plant for building and water heating.

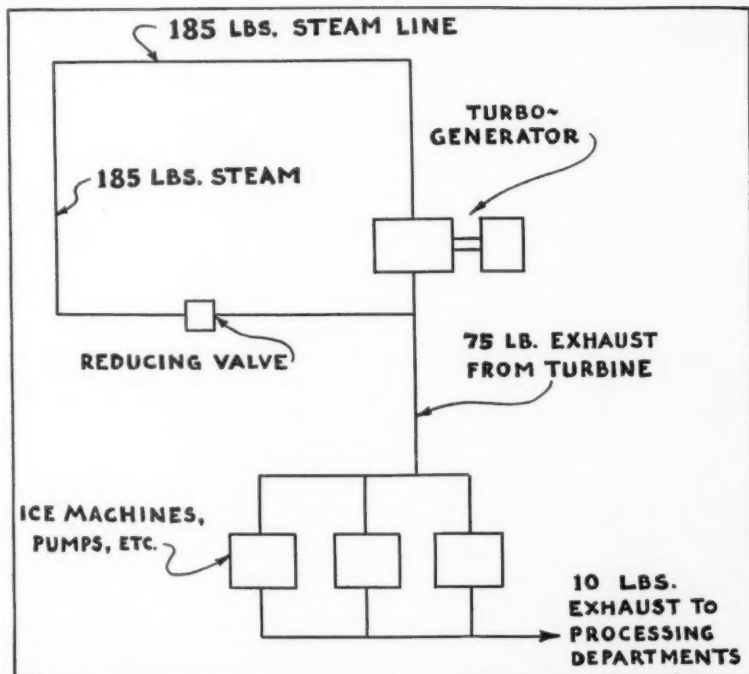
Supply of exhaust steam was considerably below plant needs, the deficiency being made up with live steam reduced to the required pressure. Process steam at intermediate pressures of 75 lbs. and 45 lbs. was used in edible and inedible departments for rendering.

Power for equipment operation was purchased, the connected power load being 465 h.p. in 48 motors, including a 125 h.p. variable speed slip ring motor connected to a 70-ton ammonia compressor.

Savings Average \$600 Monthly

To secure power as a by-product of the low-pressure steam demand, a high-speed engine-generator set was installed. This has a capacity of 250 k.w.h., sufficient to supply all of the plant's power demands. An efficient engine was necessary at the time, due to the fact that the steam and power demands were about equal. Later, however, the steam demand was increased considerably.

Estimates made before the power generating equipment was installed at the Illinois plant indicated a saving in power costs of \$600 monthly. These have been maintained steadily since production of power was started. This generating unit cost approximately \$21,000. The return, therefore, has



THIS SIMPLE HOOK-UP SAVED PACKER WHO USED IT \$12,000 ANNUALLY.

A General Electric turbo-generator set, installed in the manner shown here, produces about 120,000 k.w.h. annually in the plant of Hygrade Food Products Corp., Chicago, as a by-product of the processing steam demand. Saving in cost of purchased power averaged about \$1,000 a month.

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been 33½ per cent annually, the investment being returned in about three years.

Opportunities in Many Plants

In numerous other cases—particularly where the low-pressure steam demand exceeds the power load—installation of an engine generator set would enable savings to be made approximately equaling cost of purchased power. And if the low pressure steam demand considerably exceeded the power demand, the efficiency of the steam engine would be of little consequence—that is, an engine of lower efficiency would be just as economical as one producing a kilowatt-hour with a smaller steam consumption.

Pearl Packing Co., Madison, Ind., last year completed a step-by-step power plant modernization program which has cut steam and power costs 62 per cent, in spite of a 50 per cent increase in plant production during time the boiler and engine rooms were being modernized and brought up-to-date.

Improvements started in 1924. In the 10-year interval new boilers, ice machines, stokers, engines and generators, water softener, etc., were added to the equipment, and operations were coordinated to secure highest operating efficiency in the power department.

Total annual savings in steam and power due exclusively to improvements made in 1934 totaled approximately \$2,500. In this total was one item of \$960—\$80 per month—formerly paid to the power company for stand-by power service. Despite an increased production of power and refrigeration during this year, coal consumption was reduced 377 tons.

A detailed description of this company's power plant modernization methods and savings resulting will appear in an early issue of *THE NATIONAL PROVISIONER*. The story will be told by G. A. Pardee, Louisville, Ky., consulting engineer who planned the program and superintended purchase and installation of equipment.

Examples of packinghouse power plant rehabilitation described here are sufficient to show the interest meat packers are taking in reducing their steam and power costs, and to indicate means and methods being employed to produce power as a by-product of low pressure and processing steam demands.

Will More Meat Packers *Seek to Pay* Dividends Through the Power House?

WHAT about the future?

With growing interest in reducing steam and power costs on the part of packer executives—the men who pay the bills and seek to earn the dividends—the only answer is that more packinghouse power plants will be modernized.

Trend in modernization design seems quite well defined. It will probably follow quite closely methods thus far used, such as those which have been described here. Both turbines and engines will continue to be used.

In the larger plants—where steam and power loads and consequent savings justify a large investment, high-pressure steam generators and extraction turbines will be popular. In smaller plants both engine-generator sets and turbo-generators will be installed. In all cases details of design will be dictated by particular conditions existing.

Better operating policies and practices will be a by-product of modernization. More interest in their power departments will be taken by packer executives charged with the responsibility of holding operating costs to a minimum consistent with quality products.

Number of packinghouse power plants that will be modernized during the coming year, and amount of money to be spent by the industry for new equipment, is difficult to estimate at this time. Factors over which packers have no control—outcome of processing tax cases, general business conditions, consumer purchasing power, etc.—will be factors influencing decisions to some extent. But, as is explained later, these are not as important as they might seem to be.

It appears probable that packinghouse modernization jobs in 1936 will exceed considerably in number and total investment those made in 1934 and 1935.

Projects Under Way and in Prospect

Kingan & Co., Indianapolis, Ind., has retained a well-known engineering firm to design a new power plant. Details of the layout have not yet been made public.

A big Chicago packer has designed a new power department for one of his Northern plants. Works of modernization will start as soon as the appropriation is made, perhaps before the first of the year. High pressure steam generators and extraction turbines will be used.

A Colorado packer has opened preliminary negotiations with a Chicago firm of consulting engineers. Undoubtedly these engineers will soon receive orders to proceed with the design of a new plant.

Another Chicago packer is reported to be on the verge of authorizing power plant modernization. Much preliminary survey work has been done and much data—which later will be required in designing the plant—has been collected. An appropriation for a new power plant may be made next year, if not before.

At least one packer in the Southwest will undoubtedly modernize his power plant in 1936. Surveys have been made, savings through a modern power department calculated and cost to modernize estimated. The indicated return on the investment is so large—many times what could be made by investing an equal sum in any other department of the business—that this packer now feels he cannot long afford to do without a modern power plant.

In the East several packer-owners of large and medium-size meat plants report interest bordering on action.

Livestock Shortage No Deterrent

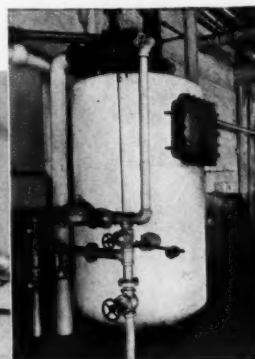
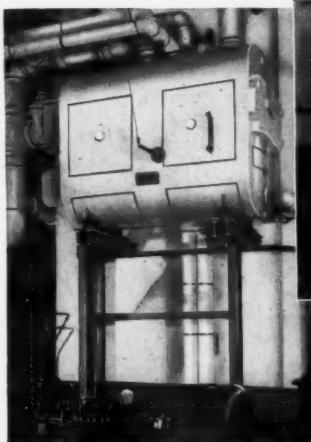
Judging from information received from small packers by THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE many of these will purchase equipment in 1936 for producing power as a by-product of the processing steam demand. Inquiries have been numerous for names of consulting engineers to make surveys, recommendations and plans.

The shortage of livestock for slaughter in 1934 and 1935, instead of delaying packinghouse power plant modernization action, has apparently hastened it. It has emphasized the need for every meat packer to get his business in a strong competitive position, and to offset through reduction of waste and loss and by improved economy in plant operations the loss in revenue incurred through reduced volume.

Nor will lack of funds for capital investment be a handicap in reducing steam and power costs. Money for power plant modernization is available from government and private sources—money that easily can be paid back in a few years out of steam and power cost savings.

Everything considered, therefore, the meat industry will undoubtedly continue to make large investments in power plant modernization during 1936. The opportunity for savings and profits is too great to be neglected.

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Also . . . by removing
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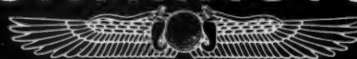
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Possibilities FOR THE PACKER IN POWER PLANT Modernization

By RALPH D. THOMAS*

IN March, 1930, Jacob E. Decker & Sons, Mason City, Iowa, were given estimates as to what a modern power plant would cost, and how much money it would save annually.

They were told by representatives of the local power company that cost of the plant would exceed the estimate; that savings predicted would not be obtained; that numerous shut-downs would occur; that their operating personnel could not properly maintain and operate this type of equipment.

In spite of these predictions the plant was built and completed in September, 1932. The facts to date are:

It was built at the estimated cost; the old operating personnel has operated the new equipment in a thoroughly satisfactory manner; shutdowns—only two of a minor nature since starting—have been fewer and less serious than during the period when electric energy was purchased; and—last of all and most pleasing to everyone concerned—annual savings have very much exceeded original estimate.

Costs Before and After

Before installation of the new power plant Decker's cost of steam and power was \$0.198 per head, or \$.083 per cwt.

Costs with the new plant are \$0.115 per head or \$.046 per cwt.—approximately 50 per cent of former costs. Details of these figures are given in the September 9, 1933, issue of THE NATIONAL PROVISIONER.

Subsequent to this THE NATIONAL PROVISIONER made a survey of the cost of steam and power in various packing plants. Results of this survey were published in the December 2, 1933, issue. They show briefly that the cost per head varied from \$0.313 to \$1.41, with the average in excess of \$0.50. When these figures are compared with Decker's present costs, the difference is certainly startling!

This concrete example is cited to prove that it was economically sound and thoroughly practical for Jacob E. Decker & Sons to install their own power plant. Where similar or like conditions exist in other plants, the

same results should be obtainable for the following reasons:

Why Practical and Profitable

The average meat packing plant requires steam and electricity in large quantities and at approximately the same time. Fortunately, the packer very seldom requires steam at pressures in excess of 150 to 175 pounds, while in many plants the large majority of the steam demands are at 45 to 60 pounds and 5 pounds.

With the higher boiler pressures now obtainable at reasonable cost, it is possible to make the electrical requirements as a by-product of the steam demands. In so doing the amount of useable work in the steam removed by the manufacture of electricity is only a small portion of the total that is available.

Concretely, power made as a by-product in industry requires approximately 5,000 B.t.u. of coal, while the same kilowatt made by a condensing turbine in a utility power plant will require on the average 15,000 to 20,000 B.t.u. in coal.

Packer Can Do It Cheaper

The average utility uses three to four pounds of coal to produce the same amount of power that the packer can produce with one. It must pay for labor, which the packer duplicates, and in addition it has distribution and transformation losses. Also it must have a profit on its business—which is manufacturing electricity—and must meet its fixed charges and overhead expenses.

In view of these conditions, it is quite apparent that it is impossible for the average utility to sell power to the packer at a figure as low as the packer can make it for himself. His entire cost for labor, fuel and maintenance for making all his steam and power need not be as large as his present costs for the same items for steam alone.

The power bill for a plant killing from 600,000 to 1,000,000 hogs per year, plus cattle and sheep, will run from \$60,000 to \$100,000 per year. This amount, when saved, will pay the fixed charges and a substantial profit on the investment required for a new power plant.

Packer's Boiler Room Inefficient

In comparison with present-day equipment, the average packing plant

boiler room is woefully inefficient. Unless boiler equipment has been installed within the last few years, it is seldom that the boiler room attains an average efficiency of better than 70 per cent. Modern boiler rooms are obtaining an average yearly efficiency of 83 to 84 per cent.

It is thus possible by installation of new boilers to have a smaller yearly fuel bill for the total steam and power requirements than it formerly was for steam alone. It is this condition which has been used to justify the erroneous statement of "By-Product Power for Nothing."

The utilities have for years been striving for and obtaining higher and higher boiler efficiencies. Contrasted with this the packer—whose boilers operate on a much higher load factor than the average utility boiler—has been in many cases content with the efficiencies of ten years ago.

If there ever was an industry that was economically justified in paying the small extra price required for high efficiency in steam generating equipment, it would certainly seem to be the packing industry.

Savings There—Why Not Here?

When new machines or equipment are available to packers that will save a fraction of a cent per pound in the production end, they are generally installed at once. Why isn't it reasonable that the dollars saved by installation of new boilers and generators will pay the same dividends as the dollars saved by installation of a new hog dehairer, sausage stuffer, etc.?

Unfortunately some packing plant officials, while thoroughly conversant with the production end of their business, still consider their power plants as a necessary evil, and through lack of complete understanding hesitate to authorize expenditures for power plant equipment.

The best evidence that the industry has awakened to the savings obtainable in the power plant is the fact that within the last two years such representative packers as Jacob E. Decker & Sons, Oscar Mayer & Company, John Morrell & Company, Rath Packing Company and Wilson & Company have installed or are installing modern high-pressure steam turbines and/or boilers and up-to-date auxiliaries.

*Mr. Thomas made the surveys and designed and supervised power plant improvements at the Decker plant which resulted in savings referred to on page 29 of this issue, and reported in detail in THE NATIONAL PROVISIONER of September 9, 1933.

Getting a Leap on LEAP-YEAR!

HE'S MAKING A CALL NOW THAT WILL
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● He's made a discovery. While studying his cost sheet carefully, he's found that lubrication costs can be traced in a lot of columns besides the one headed "Lubrication"; that they are written, in fact, clear across the cost sheet! He found a large item for repairs and labor, for instance, which he remembers was due to lubrication trouble. Right next to this, a much larger item, which was lost production while machines stood idle. He realizes that wear on machinery and maintenance costs must also be considered in total lubrication costs. That call he is making *now* is going to bring him savings that will spread through the whole next year. He is calling his local Standard Oil office.

Just a phone call to your local Standard Oil office will bring you the Lubrication Engineer and the assurance that nothing more can be done to lower lubrication costs in your plant. Correct Lubrication is his specialty, and Correct Lubrication *reduces costs* and accumulates savings *day by day*! His service implies no obligation whatever. So get a leap on Leap-Year now!

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Joe couldn't read his switchboard instruments. The vapor from the engine oil was too heavy. The vapor, of course, was due to evaporation, which was causing a rapid oil consumption. The Standard Oil Engineer tried Eureka Engine Oil. Joe could read his instruments now, but the important thing was that the oil feed was greatly reduced. The chief engineer of a plant in Kansas challenged a Standard Oil Engineer to produce better lubrication results than he was getting on a large Corliss Engine. He said it couldn't be done. After studying operating conditions, the engineer used Stanocyl "D" and reduced the oil consumption from then on exactly 50%! Standard Lubrication Engineers have also helped hundreds of plants cut costs simply through suggestions on lubrication methods or equipment.

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| <input type="checkbox"/> "Diesel Cylinder Lubrication" | <input type="checkbox"/> "Lubrication of Coal Handling Equipment" |
| <input type="checkbox"/> "Diesel Engine Air & Fuel Cleaning" | <input type="checkbox"/> "The Lubrication of Diesel Engines" |
| <input type="checkbox"/> "Diesel Engine Bearing Lubrication" | <input type="checkbox"/> "The Lubrication Engineer—His Value to You" |

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FACTS ABOUT MARGARINE

Margarine's history, how margarine is made, its constituents, its purity and wholesomeness, its food value and the many handicaps thrown about its manufacture and sale were outlined recently by J. S. Abbott, secretary of the Institute of Margarine Manufacturers, to members of the Housewives League of Chicago.

Much interest was evidenced in the subject from the consumer's standpoint, with women expressing regret that margarine must come into their kitchens devoid of all color because of a federal tax placed against the colored product.

The question was raised as to whether or not margarine made from beef fat would not have a natural color and whether such margarine would be penalized with the tax. It was pointed out that under the law any yellow margarine, regardless of its constituents, is taxed 10c per pound and as a consequence large quantities of beef fats are forced into soap kettles at low prices which otherwise could be used for edible purposes and thus increase the return to the cattle producer for each head of fat cattle he markets.

The head of the Housewives' League of Chicago, Mrs. Wilbur E. Fribley, said that in her travels about the country, and in her work on behalf of the consumer, she has found much interest in margarine and has received many inquiries about it from housewives, and was surprised to find that the reason many retailers do not handle the product is because of a tax imposed which greatly reduces the dealer's margin of profit.

WISCONSIN MARGARINE TAX

Wisconsin's tax of 15 cents a pound on sale of all margarine was discussed at a recent meeting of the Southeastern division of the Chamber of Commerce of the United States. The division reaffirmed the position of the national body opposing erection of such barriers, declaring in a resolution:

"Tax legislation, enacted by one state to discriminate against products of another, inevitably leads to reprisals. If generally pursued by the several states, such a course can result only disastrously for all concerned. We are apprehensive lest such a policy of prescriptive taxation will not only jeopardize the market for an important Southern crop, but also will encourage among Southern states either legal barriers to or voluntary boycotts of Wisconsin products, to the detriment of all parties involved.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Nov. 27, 1935.—Refined cottonseed oil, 28s 6d; Egyptian crude cottonseed oil, 26s.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 75c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER...
Old Colony Bldg., Chicago, Ill.

Please send copy of reprint on oil refining and manufacture.

Name
Street
City State.....
(Enclosed find 75c in stamps.)

CUBA BUYS LESS COTTON OIL

High price of American cottonseed oil has restricted its purchase in Cuba, imports during September totaling 16,600 lbs. against 122,250 lbs. in August and 841,623 lbs. in September, 1934. Cuban manufacturers of compound lard and table oils prefer cottonseed oils to those they are using, but price is too high. At present they are buying edible oils from far East and Europe.

Imports of peanut oil have fallen off after a large movement in August while imports of palm and cocoanut oil have increased. Inward movement of crude and refined soya bean oil has increased from 301,500 lbs. in September, 1934, to 1,224,000 lbs. in September this year. Some of this oil is coming from the United States. Stocks of edible oils in Cuba are above normal and large shipments of crude and refined peanut and soya bean oil are expected before close of the year.

MORE BRAZILIAN COTTONSEED

Brazil, which is rapidly becoming an important competitor of the United States in cotton growing, again increased its production of cottonseed in 1935, according to estimates of the Brazilian department of agriculture. Cottonseed production this year totaled 920,250 tons against 717,904 tons in 1934 and 388,216 tons in 1933.

COTTON OIL TRADING

COTTONSEED OIL—Store oil demand was fair and market was steady at New York with futures. Crude oil, Southeast and Valley 9¼@9½c; Texas, 9¼c bid.

Market transactions at New York:

Friday, November 22, 1935.

	Sales	Range		Closing Bid	Closing Asked
		High	Low		
Spot				a	....
Nov.				1060	a Bid
Dec.	19	1080	1065	1065	a 1069
Jan.	18	1080	1068	1068	a trad
Feb.				1068	a 1080
Mar.	93	1085	1070	1071	a trad
Apr.				1070	a 1075
May	46	1087	1070	1070	a trad
June				1071	a 1080

Saturday, November 23, 1935.

Spot				a	....
Nov.				1060	a Bid
Dec.				1068	a 1072
Jan.	3	1071	1070	1071	a trad
Feb.				1065	a 1080
Mar.	3	1077	1073	1073	a 1076
Apr.				1073	a 1078
May	1	1072	1072	1074	a 1078
June				1074	a 1080

Monday, November 25, 1935.

Spot				a	....
Nov.				1060	a Bid
Dec.	5	1072	1066	1064	a 1066
Jan.	3	1075	1069	1067	a 1068
Feb.				1065	a 1080
Mar.	17	1075	1069	1068	a 1070
Apr.				1068	a 1073
May	6	1078	1074	1069	a 1070
June				1069	a 1075

Tuesday, November 26, 1935.

Spot				a	....
Nov.				1050	a Bid
Dec.	11	1061	1061	1060	a 1064
Jan.	2	1063	1063	1061	a 1063
Feb.				1060	a 1075
Mar.	13	1068	1063	1068	a 1070
Apr.				1068	a 1072
May	23	1069	1064	1070	a 1073
June				1070	a 1075

Wednesday, November 27, 1935.

Spot				a	....
Dec.	2	1073	1073	1073	a trad
Jan.				1068	a 1073
Feb.				1065	a 1080
Mar.	3	1075	1070	1072	a trad
Apr.				1070	a 1085
May	5	1075	1070	1075	a trad
June				1072	a 1075
July	3	1077	1075	1073	a 1075

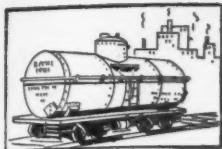
Thursday, November 28, 1935.

HOLIDAY—No market.

(See page 46 for later markets.)

MAKING LARD COMPOUND

What products enter into the manufacture of compound? What proportion of each is used? "PORK PACKING," a new test book for the meat packer, published by The National Provisioner, gives this information.



Vegetable Oils

Weekly Market Review



Price Movements Narrow — Trade Fairly Active—Distribution Fairly Good — Crude Very Steady — Outside Irregularity Factor — Trade Expecting Smaller Cotton Estimate.

Cottonseed oil futures market backed and filled over a modest range the past week and showed small net changes. Daily turnover was fairly active, but operations were mixed and largely professional. Reports within the market were satisfactory. Cash oil demand was on a fairly good scale, but outside irregularity, the Thanksgiving holiday and uncertainties regarding European conditions brought about more or less of an awaiting attitude.

The fact that the trade was looking for a smaller cotton crop estimate in the coming report gave the market a stable undertone. Irregular fluctuations in lard, on the other hand, served to bring about some evening up in the oil market on the part of outside trade.

Commission house offerings showed a tendency to enlarge on bulges, but when market eased there was evidence of scale-down buying through trade and commission house brokers. The ring element continued more or less against the market and fought bulges. Sentiment was sufficiently divided to make for a situation where neither side gained much ground during the week.

Crude Prices Steady

A feature was absence of any particular pressure of crude oil or hedges on the market. Crude prices held very steadily. Weather, at times, was again unfavorable for picking. However, weather conditions came in for much less consideration, as reports circulated that the administration was about to release cotton acreage figure for the next crop.

Expectations were that November distribution of cotton oil would compare favorably with the 309,000 bbls. in November last year.

Run of hogs to market was fair, but receipts were small compared with a year ago. The impression prevailed that little or no accumulation of lard is taking place, and that compound trade will continue to benefit to some extent as a result. Reports from Washington indicated that the increase in hog population this fall will not be reflected in increased hog slaughter until next summer. This contributed toward a friendly attitude to oil prices.

Oil Imports Being Watched

A feature that attracted attention for

a time was reports of purchases of both Brazilian and Japanese cotton oil, semi-refined and refined, to come to the United States. A moderate quantity was reported to have been bought at around 7c c.i.f. The trade was inclined to keep a watchful eye not only on cotton oil imports but also on the guildler in its relationship to the probable imports of other oils.

Crude oil in the Southeast and Valley moved in a moderate way and at mid-week was quoted 9¼@9½c; Texas, 9¼c bid.

COCOANUT OIL—A firm tone, partly the result of limited offerings, featured the market at New York. January tanks were quoted at 4¼c nominal.

CORN OIL—Trade was routine at New York, and market more or less nominal at 9¼@10c.

SOYA BEAN OIL — Market was steady at New York on a basis of 8c, with some trade passing at that level. Further quantities were available at this price.

PALM OIL — Market was quiet at New York and tone appeared steady. Spot Nigre was quoted at 4½c; shipment Nigre, 4.15c; Sumatra, nominal.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 27, 1935.—Cotton oil futures unchanged. Crude offerings unusually small at 9½c lb. f.o.b. mills, with buyers bidding 9½c lb. Bleachable firm. Stalemate will likely be broken by government December cotton crop and oil consumption reports. Numerous inquiries for round lots of soapstock at prices below sellers' views. Seed prices continue firm; cotton oil in position to advance sharply if aided by outside major commodity markets.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 27, 1935.—Crude cottonseed oil, 9½c; cottonseed meal \$21.75 f.o.b. Memphis, prompt shipment.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 27, 1935.—Prime cottonseed oil, Texas common points, 9¼c lb. bid, 9½c lb. asked. Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$24.25.

PALM KERNEL OIL—Market was quiet at New York. German oil for shipment was quoted at 4.60c.

OLIVE OIL FOOTS—A routine trade and a steady tone featured market at New York. Spot foots were quoted at 9¼c.

WHALE OIL—Reports were current that Germany had purchased 75,000 tons of whale oil at 4.37c lb. There still remains 25,000 tons of this season's catch unsold.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL — Trade was rather quiet at New York and market was about steady. Crude was quoted at 9½c; edible white, 13@13¼c.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., Nov. 26, 1935.—In the absence of any trading interest of consequence, cottonseed meal market developed into a pre-holiday affair with prices lower through lack of support. Except for fair quantity of December transferred to May at 50c, market was featureless with closing prices 40c to 50c lower.

Cottonseed oil also was dull and, while a trifle higher early, closed at unchanged prices.

MEXICAN DUTIES ON U. S. OILS

Contending that imports of cottonseed and other vegetable oils are detrimental to Mexican producers, agricultural groups have petitioned the Mexican finance ministry to establish protectionist duties on such products. Imports from the United States during first 6 months of 1935 included 69,000 lbs. of cottonseed oil. About 1,725,000 lbs. of copra and cocoanut oil were imported in 1934 from the United States.

CHALLENGE COCOANUT OILTAX

An Iowa soap manufacturer has applied for an injunction restraining the U. S. bureau of internal revenue from collecting the 3-cent excise tax on cocoanut and palm oil used by the company. The petition charges the cocoanut oil tax is unconstitutional because money is collected for remission to other persons than the government of the United States.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products quiet and steady during latter part of week in mixed trade. Hogs stronger, top \$9.95; cash trade fair.

Cottonseed Oil

Cottonoil was quiet and steady in mixed trade, mostly local, awaiting developments. Crude Texas, 9½¢ bid; elsewhere 9¢ bid.

Quotations on bleachable cottonseed oil Friday noon were: Dec., \$10.80; Jan., \$10.80; Mar., \$10.79; May, \$10.82 @10.81 sales. Tone, steady; 40 sales.

Tallow

Tallow, extra, 6½¢ lb. f.o.b.

Stearine

Stearine, 10½¢ plants.

Friday's Lard Markets

New York, November 29, 1935. — Prices are for export; no tax: Lard, prime western, \$13.40@13.50; middle western, \$13.40@13.50 (including tax); city, 13½¢; refined Continent, 14½¢ @ 14½¢; South American, 14½¢@14½¢; Brazil kegs, 14½¢@14½¢ (including tax); compound, 12½¢ in carlots.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, NOVEMBER 23, 1935.			
	High.	Low.	Close.
Dec.	6.60n
Jan.	6.70@7.05
Mar.	6.75@7.10
MONDAY, NOVEMBER 25, 1935.			
Dec.	6.60n
Jan.	6.70@7.05
Mar.	6.80@7.15
TUESDAY, NOVEMBER 26, 1935.			
Dec.	6.60n
Jan.	6.70@7.05
Mar.	6.75@7.10
WEDNESDAY, NOVEMBER 27, 1935.			
Dec.	6.60
Jan.	6.70@7.05
Mar.	6.75@7.10
May	6.75@7.10
THURSDAY, NOVEMBER 28, 1935.			
Holiday—No Market.			
FRIDAY, NOVEMBER 29, 1935.			
Dec.	6.60n
Feb.	6.75@7.00
Mar.	6.80@7.10
May	6.80@7.10

Sales 1 lot. Closing unchanged to 5 higher.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Nov. 29, 1935, show exports from that country were as follows: To the United Kingdom, 137,321 quarters; to the Continent, 3,363 quarters. Exports the week ending Nov. 22 were: To England, 92,157 quarters; Continent, 3,836 quarters.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, November 29, 1935.

General provision market quiet at the decline; improving demand for hams, fair demand for lard.

Friday's prices were: Hams, American cut, 90s; hams, long cut, 103s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumberlands, unquoted; Canadian Wiltshires, 73s; Canadian Cumberlands, 74s; spot lard, 72s.

LIVESTOCK COMMISSION RATES

Secretary of Agriculture Wallace has been temporarily enjoined from interfering with new schedules of commission rates recently established by 200 livestock commission men operating at the Chicago stockyards. The three-judge federal court which issued the injunction at Chicago instructed the commission firms to file bond for \$50,000 to guarantee refunds to shippers if rates are ultimately found too high. Request of government attorneys that the court impound the difference between old and new rates schedules was denied.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes 1/8¢ per pound on a car of product he has saved \$37.50.

If he makes 1/4¢ a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1¢ a pound, he saves \$300 on a car.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at 1/2¢ variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

FINANCIAL NOTES

Quarterly dividend of 50 cents a share has been declared on stock of American Stores, payable January 1 to stockholders of record December 13.

Quarterly dividend of 12½ cents and extra dividend of 37½ cents have been declared on stock of Wesson Oil & Snowdrift, payable January 2 to stockholders of record December 14.

New York Stock Exchange has approved initial listing of 1,500,000 shares of \$15 par value (Argentine gold) of Compania Swift Internacional.

Quarterly dividends of \$1.50 have been declared on \$6 cumulative preferred stock and 7 per cent cumulative preferred of Armour and Company of Illinois, payable January 2 to stockholders of record December 10. A quarterly dividend of \$1.75 will also be paid on 7 per cent cumulative preferred stock of Armour and Company of Delaware.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, November 26, 1935, or nearest previous date:

	Sales.	High.	Low.	—Close—
Week ended	Nov. 26.	Nov. 26.	Nov. 26.	Nov. 26.
Amal. Leather...	3,800	3%	3%	3%
Do. Pfd. ....	.....	.....	.....	35%
Amer. H. & L...	25,900	5%	5%	5%
Do. Pfd.	3,500	3%	3%	35%
Amer. Stores ...	2,400	35%	35	35
Armour Ill.	109,400	5%	5	5
Do. Pr. Pfd.	3,540	60%	60	60%
Do. Del. Pfd.	200	108	108	108
Beechmont Pack...	2,000	88%	88%	88
Bohach, H. C. ....	.....	.....	.....	8%
Do. Pfd.	10	50	50	45
Chick. Co. Oil...	3,700	28%	27%	27
Childs Co.	6,100	6%	6	5%
Cudahy Pack ...	8,200	41%	40%	40%
First Nat. Sts...	19,100	45%	47	44
Gen. Foods	14,700	34	33%	33%
Gobel Co.	38,200	3%	3%	3
Gr.A.&P. 1st Pfd.	20	129	129	130
Do. New	180	130	130	132
Hornell G. A.	150	19%	19%	19
Hygrade Food...	5,000	2%	2%	2%
Kroger G. & B...	1,100	26%	26	26%
Libby McNeill...	39,350	9%	9%	9%
Mickelberry Co.	1,100	2%	2%	2%
M. & H. Pfd.	330	4%	4%	4%
Morrell & Co.	200	40%	48%	48%
Nat. Leather...	7,000	1%	1%	1%
Nat. Tea	4,400	9%	9%	9%
Proc. & Gamb...	9,000	45%	47%	47%
Do. Pr. Pfd.	10	121	121	121
Rath Pack	50	26%	26%	24
Safeway Sts.	5,600	34%	33%	33%
Do. 6% Pfd.	160	108	108	108
Do. 7% Pfd.	200	110	110	109
Stahl Meyer	57,800	20%	20%	19%
Do. Intl.	18,850	32%	31%	31
Trunz Pork ....	.....	.....	.....	6%
U. S. Leather...	2,800	8%	8%	8
Do. A.	5,000	15	14	14%
Do. Pr. Pfd.	400	70	67%	70
Wesson Oil	13,100	55%	53%	53%
Do. Pfd.	600	82%	82	83%
Wilson & Co.	204,100	8	8%	7%
Do. Pfd.	5,200	75%	75%	74

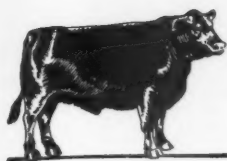
*Or last previous date.

LARD AND GREASE EXPORTS

Exports of lard from New York City, Nov. 1, 1935, to Nov. 27, 1935, totaled 1,624,031 lbs.; greases, 212,800 lbs.; tallow, 80,800 lbs.; stearine, 25,600 lbs.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through ports of New York during week ended November 29, totaled 227,000 lbs. of bacon and 222,775 lbs. of lard.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Wednesday, November 27, 1935, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd.-ch.	\$9.25@ 9.60	\$9.35@ 9.65	\$8.85@ 9.25	\$9.00@ 9.25	\$9.25@ 9.50
Medium	8.75@ 9.35	8.85@ 9.50	8.70@ 9.15	8.65@ 9.10	9.00@ 9.25
Lt. wt. (160-180 lbs.) gd.-ch.	9.35@ 9.65	9.50@ 9.75	9.15@ 9.30	9.10@ 9.40	9.25@ 9.45
Medium	9.00@ 9.45	9.10@ 9.60	8.90@ 9.25	8.90@ 9.25	9.00@ 9.25
(180-200 lbs.) gd.-ch.	9.45@ 9.70	9.60@ 9.75	9.25@ 9.35	9.25@ 9.50	9.25@ 9.45
Medium	9.15@ 9.50	9.15@ 9.65	9.10@ 9.25	9.00@ 9.35	9.00@ 9.25
Med. wt. (200-220 lbs.) gd.-ch.	9.50@ 9.80	9.65@ 9.75	9.25@ 9.40	9.35@ 9.50	9.25@ 9.40
(220-250 lbs.) gd.-ch.	9.50@ 9.75	9.60@ 9.75	9.30@ 9.40	9.35@ 9.50	9.25@ 9.35
Hvy. wt. (250-280 lbs.) gd.-ch.	9.50@ 9.75	9.50@ 9.75	9.30@ 9.40	9.25@ 9.45	9.15@ 9.35
(290-350 lbs.) gd.-ch.	9.35@ 9.75	9.25@ 9.65	9.25@ 9.35	9.25@ 9.40	9.00@ 9.30

PACKING SOWS:

(275-350 lbs.) good	9.00@ 9.25	8.60@ 8.90	8.85@ 8.90	8.65@ 8.90	8.60@ 8.75
(350-425 lbs.) good	8.85@ 9.15	8.40@ 8.80	8.80@ 8.85	8.50@ 8.75	8.55@ 8.65
(425-550 lbs.) good	8.65@ 9.00	8.25@ 8.65	8.75@ 8.85	8.35@ 8.65	8.55@ 8.65
(275-550 lbs.) medium	8.40@ 9.00	7.50@ 8.60	8.50@ 8.80	7.50@ 8.65	8.55@ 8.60

SLAUGHTER PIGS:

(100-140 lbs.) gd.-ch.	9.00@ 9.50	8.65@ 9.50	.....	8.50@ 9.10	9.25@ 9.60
Medium	8.65@ 9.25	8.00@ 9.25	.....	7.75@ 8.75	8.75@ 9.10
Av. cost & wt. Tues. (pigs ex.)	\$9.42-230 lbs.	\$9.31-220 lbs.	\$9.02-255 lbs.	\$9.18-217 lbs.	.....

Slaughter Cattle, Calves and Vealers:

STEERS:					
(550-900 lbs.) choice	11.25@12.75	10.25@12.25	9.75@11.75	9.75@12.00	9.65@11.65
Good	9.00@12.00	8.75@11.50	8.50@11.25	8.25@11.25	7.90@10.75
Medium	7.25@ 9.50	6.75@ 9.00	6.75@ 8.75	6.75@ 9.00	6.15@ 8.40
Common	5.50@ 7.50	5.75@ 6.75	5.00@ 7.00	5.25@ 6.75	4.65@ 6.40

STEERS:					
(900-1100 lbs.) choice	12.25@13.50	11.50@12.75	11.25@12.75	11.25@12.25	10.75@12.00
Good	9.50@12.50	9.00@12.00	8.75@11.75	9.00@11.25	8.40@10.90
Medium	7.50@ 9.75	7.00@ 9.25	7.00@ 9.00	6.75@ 9.00	6.40@ 8.65
Common	5.75@ 7.50	6.00@ 7.25	5.25@ 7.00	5.50@ 7.00	4.75@ 6.65

STEERS:					
(1100-1300 lbs.) prime	13.75@14.25	.....	.....	.....	.....
Choice	12.50@13.50	12.00@12.75	11.75@13.00	11.25@12.25	10.90@12.15
Good	9.75@12.75	9.25@12.00	9.00@11.75	9.00@11.25	8.40@10.90
Medium	7.50@ 9.75	7.25@ 9.25	7.00@ 9.00	7.00@ 9.00	6.40@ 8.65

STEERS:					
(1300-1500 lbs.) prime	13.75@14.50	.....	.....	.....	.....
Choice	12.75@13.75	12.00@12.75	11.75@13.00	11.25@12.25	10.65@11.85
Good	9.75@12.50	9.25@12.00	9.00@11.75	9.00@11.25	8.25@10.90

HEIFERS:					
(550-750 lbs.) choice	10.25@11.50	9.50@10.50	9.00@10.50	8.75@10.75	8.90@10.50
Good	8.50@10.25	8.00@ 9.50	8.00@ 9.00	7.75@ 9.75	7.50@ 9.40
Com-med.	5.00@ 8.75	4.50@ 8.00	4.50@ 8.00	4.75@ 7.75	4.35@ 8.00

HEIFERS:					
(750-900 lbs.) gd.-ch.	8.75@12.00	.....	8.00@10.75	7.75@10.75	8.00@10.75
Com-med.	5.00@ 9.00	.....	4.50@ 8.00	4.75@ 7.75	4.50@ 8.00

COWS:					
Good	5.25@ 6.50	5.50@ 6.25	5.25@ 6.00	5.25@ 6.00	5.15@ 6.00
Com-med.	4.35@ 5.50	4.50@ 5.50	4.25@ 5.25	4.25@ 5.25	4.15@ 5.15
Low cut-cut	3.50@ 4.35	2.75@ 4.50	3.25@ 4.25	3.00@ 4.25	3.15@ 4.25

BULLS: (Yrls. Ex.) (Beef)					
Good	6.00@ 7.00	6.00@ 6.50	5.35@ 5.75	5.25@ 5.50	5.25@ 5.85
Cut-med.	4.50@ 5.90	4.25@ 6.00	4.00@ 5.35	3.75@ 5.25	3.75@ 5.40

VEALERS:					
Gd.-ch.	9.50@11.00	9.75@11.00	7.50@ 9.00	8.00@10.00	8.25@10.00
Medium	6.50@ 9.50	8.25@ 9.75	6.00@ 7.50	6.00@ 8.00	7.00@ 8.25
Cut-com.	5.50@ 6.50	4.00@ 8.25	4.00@ 6.00	4.00@ 6.00	4.00@ 7.00

CALVES:					
(250-500 lbs.) gd.-ch.	7.00@11.00	6.50@ 9.25	6.00@ 9.00	5.75@ 8.50	6.50@ 9.00
Com-med.	4.50@ 7.00	3.75@ 6.50	4.25@ 6.00	3.50@ 6.25	4.00@ 6.50

Slaughter Sheep and Lambs:

LAMBS:					
(90 lbs. down) gd.-ch.	10.50@11.50	10.35@11.35	10.50@11.10	10.25@11.00	10.25@11.00
Com-med.	8.50@10.65	7.00@10.50	8.75@10.50	7.00@10.25	8.00@10.25

YEARLING WETHERS:					
(90-110 lbs.) gd.-ch.	8.25@ 9.25	8.25@ 9.00	8.00@ 9.00	8.25@ 9.00	8.25@ 9.00
Medium	7.50@ 8.35	7.25@ 8.40	7.00@ 8.00	7.25@ 8.25	7.25@ 8.25

EWES:					
(90-120 lbs.) gd.-ch.	4.50@ 5.50	4.00@ 5.00	4.25@ 5.50	4.75@ 5.50	4.50@ 5.50
(120-150 lbs.) gd.-ch.	4.40@ 5.50	3.75@ 4.85	4.00@ 5.25	4.50@ 5.50	4.25@ 5.50
(All wts.) com-med.	3.75@ 4.50	2.75@ 4.00	2.75@ 4.25	3.00@ 4.75	3.25@ 4.50

*Quotations based on ewes and wethers.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Iowa, Nov. 27, 1935.

Hog trading at 22 concentration yards and 9 packing plants in Iowa and Minnesota was fairly active this week. Butchers were mostly 5@10c up and packing sows 10@20c up as compared with last week's close. Late sales of good to choice 180- to 270-lb. truck deliveries, \$8.90@9.20, few \$9.30; railed deliveries, up to \$9.35 or slightly above; bulk 270- to 290-lb. truck lots, \$8.80@9.10; 290 to 350 lbs., \$8.45@9.00; better 160 to 180 lbs., \$8.65@9.10; desirable 140 to 160 lbs., \$8.00@8.70; good light weight packing sows, \$8.20@8.55, few \$8.65; heavy and medium weights, unevenly \$7.70@8.40.

Receipts week ended Nov. 28, 1935:

	This week.	Last week.
Friday, November 22.....	17,100	12,200
Saturday, November 23.....	25,700	16,900
Monday, November 25.....	45,500	34,200
Tuesday, November 26.....	14,900	17,200
Wednesday, November 27.....	12,600	15,900
Thursday, November 28.....	Holiday.	

CANADIAN LIVESTOCK PRICES

Top prices Nov. 21, 1935:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Nov. 21.	Last week.	Same week, 1934.
Toronto	\$ 6.25	\$ 6.10	\$ 5.00
Montreal	6.25	6.00	5.50
Winnipeg	6.00	6.00	4.50
Calgary	4.75	4.75	3.85
Edmonton	4.50	4.50	3.50
Prince Albert	3.50	3.50	2.25
Moose Jaw	4.50	4.50	3.25
Saskatoon	3.25	3.50	2.60

VEAL CALVES.

	Week ended Nov. 21.	Last week.	Same week, 1934.
Toronto	\$10.00	\$ 9.75	\$ 7.00
Montreal	8.50	8.50	7.50
Winnipeg	7.00	6.50	5.50
Calgary	4.50	4.50	3.25
Edmonton	4.50	4.50	3.50
Prince Albert	3.00	3.00	2.50
Moose Jaw	5.00	5.00	3.00
Saskatoon	5.00	5.50	3.25

SELECT BACON HOGS.

	Week ended Nov. 21.	Last week.	Same week, 1934.
Toronto	\$ 8.65	\$ 8.60	\$ 8.65
Montreal	9.00	9.00	8.50
Winnipeg	7.75	8.25	7.75
Calgary	8.00	8.00	7.65
Edmonton	8.10	7.90	7.50
Prince Albert	7.85	7.85	7.35
Moose Jaw	8.00	8.00	7.40
Saskatoon	7.85	7.85	7.25

GOOD LAMBS.

	Week ended Nov. 21.	Last week.	Same week, 1934.
Toronto	\$ 8.50	\$ 7.75	\$ 7.35
Montreal	7.75	7.25	6.50
Winnipeg	7.00	7.00	6.50
Calgary	6.00	5.50	5.00
Edmonton	5.50	5.50	5.00
Prince Albert	5.25	5.25	4.50
Moose Jaw	5.75	5.50	5.00
Saskatoon	5.50	5.50	4.50

If you want a position or a packing-house, look for it on the "Classified" pages at the back of every issue of THE NATIONAL PROVISIONER.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, November 23, 1935, as reported to The National Provisioner.

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,459	4,201	4,947
Swift & Co.	5,717	4,745	9,833
Morris & Co.	1,439	.....	4,011
Wilson & Co.	4,222	1,728	4,856
Anglo-Amer. Prov. Co.	414	.....	.....
G. H. Hammond Co.	2,324	.....	.....
Shippers	13,594	12,600	9,071
Others	10,187	24,646	7,816
Brennan Packing Co., 2,096 hogs; Western Packing Co., Inc., 3,043 hogs; Agar Packing Co., 4,703 hogs.			

Total: 40,376 cattle; 5,953 calves; 58,508 hogs; 40,534 sheep.

Not including 1,212 cattle, 517 calves, 5,155 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,978	1,986	2,255	1,489
Cudahy Pkg. Co.	3,010	1,748	686	2,275
Morris & Co.	2,056	985	.....	1,498
Swift & Co.	2,545	1,663	2,596	2,600
Wilson & Co.	2,450	1,018	1,254	2,938
Kornblum & Son.	774	.....	.....	.....
Independent Pkg. Co.	.....	124	.....	.....
Others	6,398	880	4,851	1,299

Total: 21,311 7,879 11,783 12,103

Not including 13,296 hogs received direct by packers through stockyards and at plants.

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,896	4,585	3,380	.....
Cudahy Pkg. Co.	4,848	3,806	5,106	.....
Dold Pkg. Co.	753	2,947	.....	.....
Morris & Co.	2,533	277	893	.....
Swift & Co.	4,500	3,169	3,920	.....
Others	11,551	.....	.....	.....
Eagle Pkg. Co., 15 cattle; Geo. Hoffman Pkg. Co., 53 cattle; Greater Omaha Pkg. Co., 55 cattle; Lewis Pkg. Co., 405 cattle; Omaha Pkg. Co., 83 cattle; J. Roth & Sons, 23 cattle; So. Omaha Pkg. Co., 22 cattle; Lincoln Pkg. Co., 430 cattle; Sinclair Pkg. Co., 30 cattle; Wilson & Co., 122 cattle.				

Total: 17,187 cattle and calves, 25,835 hogs and 13,301 sheep.

Not including 3,413 sheep received direct by packers through stockyards.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,721	2,796	2,480	7,372
Swift & Co.	5,562	5,008	3,010	6,631
Morris & Co.	1,785	1,067	890	.....
Hunter Pkg. Co.	1,800	2,748	2,734	407
Hell Pkg. Co.	.....	.....	1,838	.....
Krey Pkg. Co.	.....	.....	625	.....
Laclede Pkg. Co.	.....	.....	1,070	.....
Shippers	7,106	5,624	19,191	1,651
Others	3,941	8,945	.....	12,829

Total: 22,924 26,188 30,828 28,950

Not including 4,115 cattle, 2,423 calves, 23,709 hogs and 2,433 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,794	864	6,296	7,610
Armour and Co.	5,343	974	5,343	5,648
Others	933	69	3,060	282

Total: 6,830 1,907 14,075 11,440

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,323	324	4,080	5,252
Armour and Co.	3,334	302	4,279	5,053
Swift & Co.	2,988	313	2,616	4,630
Shippers	2,530	4	3,940	534
Others	213	28	13	8

Total: 12,408 971 14,928 15,477

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,680	3,050	9,862	7,609
Cudahy Pkg. Co.	1,002	1,323	.....	21
Swift & Co.	5,659	4,422	15,037	12,144
United Pkg. Co.	2,331	836	.....	.....
Others	1,931	11	7,290	2,463

Total: 14,306 9,142 32,185 22,232

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,138	1,335	2,017	894
Wilson & Co.	3,087	1,421	2,061	883
Others	320	33	434	4

Total: 6,545 2,789 4,512 1,751

Not including 47 cattle and 321 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,235	220	1,763	5,039
Swift & Co.	2,297	216	1,394	5,618
Others	3,630	372	1,426	3,227

Total: 8,162 808 4,583 13,884

FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,921	4,625	1,829	1,502
Swift & Co.	5,093	4,907	1,465	2,022
Blue Bonnett	87	76	117	1
Rosenthal Pkg. Co.	80	15	.....	40
Others	124	34	265	.....

Total: 10,311 9,557 3,670 3,565

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,560	1,044	1,231	980
Jacob Dold Pkg. Co.	941	71	800	20
Wichita D. Beef Co.	16	.....	.....	.....
Dann-Astertag Co.	55	.....	.....	.....
F. W. Dold & Sons	133	.....	254	.....
Sunflower Pkg. Co.	60	.....	80	.....
Sowest Beef Co.	16	.....	.....	.....

Total: 2,781 1,115 2,374 1,000

Not including 246 hogs bought direct.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,708	703	14,164	3,365
Armour and Co.	1,068	252	1,478	.....
Hilgmeier Bros.	5	.....	715	.....
Stumpf Bros.	.....	.....	98	.....
Schussler Pkg. Co.	24	.....	.....	.....
Meyer Pkg. Co.	93	3	142	.....
Indiana Prov. Co.	80	29	187	7
Maass Hartman Co.	48	.....	.....	.....
Art Wabnitz	3	93	.....	12
Shippers	1,648	1,651	17,559	7,201
Others	908	32	172	141

Total: 5,684 2,663 34,485 10,726

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,236	4,759	13,936	3,009
U. D. B. Co., N. Y.	35	.....	.....	.....
R. Gumz & Co.	70	17	.....	3
Armour and Co., Mil.	904	2,342	.....	.....
N. Y. B. D. Co.	40	.....	.....	.....
Shippers	240	49	76	72
Others	740	555	33	168

Total: 4,370 7,722 14,045 3,252

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son.	55	13	.....	352
Ideal Pkg. Co.	55	4	315	.....
E. Kahn's Sons Co.	786	262	5,675	1,938
Lohrey Pkg. Co.	5	.....	209	.....
H. H. Meyer Pkg. Co.	11	.....	2,852	.....
J. Schlichter & Sons	127	144	.....	137
J. & P. Schroth Pkg. Co.	10	.....	2,749	.....
J. F. Stegner & Co.	391	184	.....	60
Shippers	422	170	8,146	2,027
Others	1,332	711	351	438

Total: 3,139 1,488 15,297 4,952

Not including 361 cattle, 95 calves, 6 hogs and 467 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets.

	CATTLE.	Week ended Nov. 23.	Previous week.	Cor. 1934.
Chicago	40,376	40,342	42,318	.....
Kansas City	21,311	21,182	28,925	.....
Omaha	17,187	17,741	22,155	.....
East St. Louis	22,924	22,681	10,527	.....
St. Joseph	6,830	6,821	5,434	.....
Sioux City	12,408	11,105	11,324	.....
Oklahoma City	6,545	7,537	5,105	.....
Wichita	2,781	2,795	1,683	.....
Denver	8,162	7,624	3,929	.....
St. Paul	14,306	15,024	16,602	.....
Milwaukee	4,370	5,073	6,183	.....
Indianapolis	5,684	6,088	5,122	.....
Cincinnati	3,139	3,822	3,482	.....
Ft. Worth	10,311	9,268	.....	.....

Total: 176,334 178,508 172,709

HOGS.

	Week ended Nov. 23.	Previous week.	Cor. 1934.
Chicago	58,508	50,897	88,189
Kansas City	11,783	10,618	22,420
Omaha	25,835	20,407	11,580
East St. Louis	30,828	35,283	52,822
St. Joseph	14,675	14,102	26,332
Sioux City	14,928	12,167	50,988
Oklahoma City	4,512	4,753	3,831
Wichita	2,374	2,297	4,238
Denver	4,583	6,087	8,951
St. Paul	32,185	25,701	55,172
Milwaukee	14,045	13,242	18,956
Indianapolis	34,485	28,040	59,338
Cincinnati	15,297	13,871	20,112
Ft. Worth	3,676	3,564	.....

Total: 267,714 241,050 482,929

SHEEP.

	Week ended Nov. 23.	Previous week.	Cor. 1934.
Chicago	40,534	39,852	22,822
Kansas City	12,105	14,740	8,066
Omaha	13,301	14,329	8,194
East St. Louis	28,950	11,617	5,181
St. Joseph	11,440	13,923	6,029
Sioux City	15,477	16,793	8,059
Oklahoma City	1,751	1,142	424
Wichita	1,000	986	566
Denver	13,884	11,267	12,717
St. Paul	22,232	26,980	17,731
Milwaukee	3,252	4,186	1,505

Indianapolis	10,726	7,088	4,098
Cincinnati	4,952	2,538	1,976
Ft. Worth	3,565	3,523	.....
Total	183,167	169,023	97,988

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 18	16,258	2,670	21,919	7,342
Tues., Nov. 19	7,724	1,819	23,483	7,331
Wed., Nov. 20	7,974	1,553	18,335	9,846
Thurs., Nov. 21	6,050	1,181	15,218	10,137
Fri., Nov. 22	2,153	480	10,851	6,968
Sat., Nov. 23	1,000	100	5,000	1,000

Total this week: 41,159 7,812 94,806 42,545
Previous week: 42,109 7,411 75,755 41,031
Year ago: 42,639 8,547 160,639 25,623
Two years ago: 35,107 8,661 152,027 57,536

*Receipts for year ago include 149 cattle, 201 calves bought by government.

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 18	4,241	408	4,058	1,469
Tues., Nov. 19	2,871	509	2,023	1,210
Wed., Nov. 20	3,543	539	1,043	842
Thurs., Nov. 21	2,118	445	2,001	3,427
Fri., Nov. 22	568	71	2,062	2,112
Sat., Nov. 23	100	.....	100	100

Total this week: 13,441 2,031 11,287 9,171
Previous week: 14,774 2,111 15,079 5,942
Year ago: 11,963 624 6,851 4,580
Two years ago: 11,177 929 6,964 6,530

Total receipts for month and year to Nov. 23:

	1935.	1934.*	1935.	1934.*
Cattle	128,159	170,565	1,755,296	2,479,037
Calves	24,332	37,153	416,153	683,916
Hogs	252,531	512,490	3,117,245	5,698,719
Sheep	123,511	164,020	2,678,040	2,675,075

*Including government owned cattle.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Nov. 23	\$10.10	\$ 9.45	\$ 4.50	\$10.70
Previous week	9.75	9.25	4.50	10.35
1934	7.15	5.70	1.85	6.80
1933	5.00	3.80	2.35	6.70
1932	3.75	3.35	1.85	5.55
1931	8.55	4.40	2.10	5.80
1930	10.25	8.15	3.10	7.15

RECEIPTS AT CHIEF CENTERS

Week ended Nov. 23, 1935:

At 20 markets—	Cattle.	Hogs.	Sheep.
Week ended Nov. 23.....	248,000	323,000	248,000
Previous week	238,000	285,000	268,000
1934	238,000	635,000	172,000
1933	194,000	622,000	284,000
1932	190,000	443,000	261,000
1931	232,000	754,000	412,000
At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Nov. 23.....	268,000	323,000	248,000
Previous week	232,000	285,000	268,000
1934	238,000	635,000	172,000
1933	194,000	622,000	284,000
1932	190,000	443,000	261,000
1931	232,000	754,000	412,000
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Nov. 23.....	180,000	229,000	159,000
Previous week	181,000	193,000	168,000
1934	170,000	475,000	106,000
1933	137,000	453,000	188,000
1932	137,000	307,000	184,000
1931	170,000	495,000	273,000

U. S. INSPECTED HOG KILL

Kill at 8 points week ended Nov. 22, 1935:

	Week ended Nov. 22.	Prev. week.	Cor. week, 1934.
Chicago	86,250	70,086	178,060
Kansas City, Kans.	16,448	14,807	54,082
Omaha	15,387	11,453	45,798
St. Louis & East St. Louis ..	32,683	32,190	73,410
St. Joseph	9,915	7,014	35,299
St. Paul	29,643	10,784	27,994
N. Y., Newark and J. C.	46,318	24,555	64,839
Total	245,035	210,158	536,547

CALIF. INSPECTED SLAUGHTER

Animals slaughtered under state inspection in California in October, 1935:

	Number.
Cattle	56,383
Calves	30,281
Sheep	116,409
Hogs	38,087

Meat food products produced:

	Lbs.
Sausage	2,195,239
Pork, beef	1,217,390
Lard and lard substitutes ..	994,998
Jerky (beef)	75
Tripe	74,735
Chili	12,182
Total	4,494,619

PACIFIC COAST LIVESTOCK

Receipts five days ended Nov. 22, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	8,780	4,411	610	2,612
San Francisco	2,025	240	1,425	450
Portland	2,575	840	2,700	1,500

DIRECTS—Los Angeles: Cattle, 62 cars; hogs, 57 cars; sheep, 96 cars. San Francisco: Cattle, 175 head; calves, 160 head; hogs, 2,275 head; sheep, 2,950 head.

INTERNATIONAL SHOW OPENS

An army of fancy steers, hogs and lambs which converged on Chicago this week is now exhibited and competing in the annual International Live Stock Exposition, which opened on November 30 and will continue until December 7. It is expected, as in other years, that hundreds of packers and meat men will attend to see the best of livestock on the hoof.

Entries in the carlot cattle contest include 190 loads of fat cattle of which 112 are Herefords, 58 Angus and 20 Shorthorns. Thirty-five loads are entered in the feeder cattle contest. A weeding committee has gone over the

car lot fat cattle entries and is eliminating all but 100 which will participate in the competition. Animals exhibited in the fat classes will be auctioned during closing days of the show.

Considering entries in all departments of the Exposition there is scarcely a state in the Union or a province in Canada not represented this year. Over 12,000 animals are being exhibited.

An exhibit of soft pork and live soy bean fed hogs, sponsored by the Institute of American Meat Packers and the Ohio Agricultural Experiment Station, is one of interest to the meat packing industry.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending Nov. 23, 1935.....	8,536	2,288	2,000
Week previous	8,385	2,219	2,221
Same week year ago.....	8,235	2,421	2,236
COWS, carcass			
Week ending Nov. 23, 1935.....	2,384	1,440	2,343
Week previous	2,943½	1,066	2,391
Same week year ago.....	990	1,418	1,821
BULLS, carcass			
Week ending Nov. 23, 1935.....	317½	396	8
Week previous	319½	432	21
Same week year ago.....	233	322	10
VEAL, carcass			
Week ending Nov. 23, 1935.....	13,513	1,840	1,010
Week previous	11,006	1,002	575
Same week year ago.....	12,902	2,387	975
LAMB, carcass			
Week ending Nov. 23, 1935.....	45,077	11,156	16,495
Week previous	39,540	9,165	17,689
Same week year ago.....	35,051	12,424	17,607
MUTTON, carcass			
Week ending Nov. 23, 1935.....	3,739	904	868
Week previous	3,014	1,010	982
Same week year ago.....	1,033	356	202
PORK CUTS, lbs.			
Week ending Nov. 23, 1935.....	2,286,613	410,304	205,982
Week previous	1,670,455	343,644	154,822
Same week year ago.....	1,471,343	534,982	286,570
BEEF CUTS, lbs.			
Week ending Nov. 23, 1935.....	418,212	.....	.....
Week previous	430,802	.....	.....
Same week year ago.....	546,175	.....	.....

LOCAL SLAUGHTERS.

CATTLE, head			
Week ending Nov. 23, 1935.....	8,029	2,406	.....
Week previous	8,911	1,908	.....
Same week year ago.....	8,986	2,735	.....
CALVES, head			
Week ending Nov. 23, 1935.....	14,389	2,434	.....
Week previous	13,656	2,595	.....
Same week year ago.....	13,537	3,343	.....
HOGS, head			
Week ending Nov. 23, 1935.....	45,917	15,367	.....
Week previous	39,306	13,217	.....
Same week year ago.....	55,849	18,221	.....
SHEEP, head			
Week ending Nov. 23, 1935.....	65,406	6,722
Week previous	64,196	6,434
Same week year ago.....	62,784	7,897

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Rail and Truck Traffic

News and Information for Packer Transportation Departments

MEAT RATE HEARINGS

Second of the series of hearings involving the old livestock and meat rate controversy between Eastern, Midwestern, Iowa and Missouri River packers (reviewed in THE NATIONAL PROVISIONER of October 19, 1935, page 12) was held at Chicago on November 25 to 27, examiner Treize of the Interstate Commerce Commission presiding. Three separate cases were involved at this hearing, as follows:

I. and S. docket 4142, which related to certain tariffs suspended by the commission. These tariffs sought to cancel application of commodity rates on packing house products from Iowa and Minnesota points, substituting therefor the higher fifth-class rates.

General dockets 25,143 and 26,970 (Swift & Company vs. N. Y. C. R. R. Co., et al.). These complaints brought into issue the alleged discrimination against fresh meats and packing house products from Missouri River points in favor of Iowa points. Armour and Company and Cudahy Packing Co. were parties to docket 26,970. Docket 25,143 had been filed in 1932, and it was reopened so as to bring the record down to date. Armour and Company was a party to the complaint.

Represented at the hearing were counsel for the interior Iowa packers, Eastern Meat Packers Association, Armour, Cudahy, Wilson, various livestock markets, chambers of commerce and several small packers.

The suspension case was first taken up and the carriers put in their usual line of exhibits, comparing meat rates and earnings with class rates, dairy product rates, live poultry rates, wool rates and iron and steel rates. They were followed by a witness for the Iowa packers, C. A. Heath, traffic manager, Rath Packing Co. He introduced exhibits numbered F4 to F65 inclusive, making numerous comparisons designed to show the Iowa rates were not low.

G. F. Tolly, representing Swift & Company, introduced exhibits F66 to F97 inclusive. W. W. Manker of Armour and Company introduced exhibits F98 to F114 inclusive. In these three sets of exhibits almost every conceivable rate and earning comparison was made, each of course designed to support the views of the witness introducing it.

H. E. Wennagel, traffic manager, Schlumberger-Kurdle Co., Baltimore, Md., appeared with attorney Wilbur La Roe for the Eastern Meat Packers Association, and introduced exhibits

F115 to F123, designed to show the disadvantage to Eastern packers because their livestock rates were higher than packinghouse products rates from points West of the Mississippi River.

Testimony followed by representatives of various chambers of commerce, markets, etc., and there was some rebuttal testimony for railroads. Hearing ended with adjournment on November 27. Briefs are to be filed January 15.

NEW FREIGHT RATES ASKED

Swift & Company and other packers have filed complaint with the Interstate Commerce Commission asking for new freight rates on fresh meats and packinghouse products from Missouri River and other Western points to Eastern destinations, including New England, not to exceed those now in effect from interior Iowa points. Comparison is made between rates being paid from Missouri River points with rates collected by the defendant railroads from interior Iowa points. Docket number of the case is 27224. It has not yet been set for hearing.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended Nov. 23, 1935:

	CATTLE.		Cor. week, 1934.
	Week ended Nov. 23.	Prev. week.	
Chicago	27,994	25,087	31,540
Kansas City	28,690	28,883	30,019
Omaha	17,563	18,781	22,510
East St. Louis	27,186	25,464	14,524
St. Joseph	8,094	8,872	6,276
Sioux City	10,825	9,871	12,577
Wichita	3,896	3,880	2,377
Fort Worth	10,311	9,263	3,769
Philadelphia	2,466	1,968	2,735
Indianapolis	2,123	2,504	1,821
New York & Jersey City	8,029	8,974	8,980
Oklahoma City	9,381	11,554	6,189
Cincinnati	3,384	4,158	2,577
Denver	6,518	5,631	5,535
St. Paul	12,672	12,906	14,347
Milwaukee	4,030	4,113	5,620
Total	183,162	181,786	177,382

	HOGS.		Cor. week, 1934.
	Week ended Nov. 23.	Prev. week.	
Chicago	86,250	70,086	156,513
Kansas City	16,448	14,807	54,082
Omaha	16,442	10,083	53,286
East St. Louis	24,413	20,208	52,822
St. Joseph	11,609	10,034	26,332
Sioux City	10,988	7,177	36,705
Wichita	2,620	2,297	5,845
Fort Worth	3,076	3,594	7,100
Philadelphia	15,397	13,217	18,221
Indianapolis	14,846	10,642	31,657
New York & Jersey City	45,917	39,306	55,849
Oklahoma City	4,833	4,809	4,813
Cincinnati	11,368	10,797	14,793
Denver	4,591	3,953	10,376
St. Paul	24,819	18,935	49,095
Milwaukee	13,995	13,078	18,850
Total	308,262	252,723	596,349

	SHEEP.		Cor. week, 1934.
	Week ended Nov. 23.	Prev. week.	
Chicago	36,618	36,761	22,097
Kansas City	12,103	14,740	8,608
Omaha	16,165	19,268	12,813
East St. Louis	15,262	11,339	5,181
St. Joseph	11,158	12,660	6,029
Sioux City	14,943	16,174	7,089
Wichita	1,000	936	568
Fort Worth	3,565	3,523	2,408
Philadelphia	6,722	6,434	7,897
Indianapolis	3,448	3,238	1,857
New York & Jersey City	65,409	64,190	62,784
Oklahoma City	1,751	1,142	424
Cincinnati	3,290	2,510	1,404
Denver	3,199	4,595	7,646
St. Paul	19,774	21,284	10,110
Milwaukee	3,178	2,770	1,442
Total	217,585	221,570	167,965

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Nov. 29, 1935, with comparisons, are reported as follows:

	PACKER HIDES.		Cor. week, 1934.
	Week ended Nov. 29.	Prev. week.	
Spr. nat. str.	@15 1/2n	15 1/2 @16n	10 1/2 @11n
Hvy. nat.	@15 1/2	@15 1/2ax	@10
Hvy. Tex.	@14 1/2	@15 1/2ax	@9 1/2
Hvy. butt brad'd	@14 1/2	@15 1/2ax	@9 1/2
Hvy. Col.	@14 1/2	@14 1/2ax	@9
Ex-light Tex.	@11	@11	7 @7 1/2n
Brnd'd cows.	@11	@11	7 @7 1/2n
Hvy. nat.	@11 1/2	12 1/2 @13n	@8 1/2
Nat. cows	@10 1/2n	@11	7 1/2 @7 1/2n
Brnd'd bulls.	@9 1/2n	@10n	@7
Calfskins	@22	19 @23	13 @15b
Kips, nat.	@16 1/2n	@16 1/2	@10 1/2n
Kips, ov-wt.	@15 1/2n	@15 1/2ax	@9 1/2
Kips, brnd'd	@13 1/2n	@13 1/2	@7 1/2
Slunks, reg.	@95	@95	60 @65
Slunks, hris.	@40n	25 @40n	35 @50

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	@10 1/2n	@11n	7 @7 1/2
Branded	@10n	@10 1/2n	6 1/2 @7 1/2
Nat. bulls	8 1/2 @8n	@10n	@6 1/2n
Brnd'd bulls	7 1/2 @8n	@8n	@5 1/2n
City Calf.	@16	16 1/2 @19	10 @12
City Kips	@13	@14 1/2ax	9 @9 1/2
Slunks, reg.	@80n	75 @85n	40 @50n
Slunks, hris.	@30n	25 @30n	20 @30n

COUNTRY HIDES.

Hvy. steers.	@8 1/2n	8 1/2 @8 1/2	4 1/2 @5 1/2
Hvy. cows	@8 1/2n	8 1/2 @8 1/2	4 1/2 @5 1/2
Buffs	8 1/2 @9	9 @9 1/2	4 1/2 @5 1/2
Extremes	9 1/2 @10	9 1/2 @10	6 @6 1/2
Bulls	6 @6 1/2	@6 1/2n	3 1/2 @3 1/2
Calfskins	@11 1/2	12 1/2 @13	7 @7 1/2
Kips	@10 1/2	11 @11 1/2	8 @8 1/2
Light calf.	@70	@85n	25 @35n
Deacons	@70	@85n	25 @35n
Slunks, reg.	@60n	50 @60n	15 @20n
Slunks, hris.	@15n	10 @15n	5 @10n
Horsehides ....	.3.75 @4.25	3.75 @4.25	2.20 @2.75

SHEEPSKINS.

Phr. lambs	2.15 @2.30	2.15 @2.25	1.10 @1.25
Sm. pkr.	1.50 @1.75	1.35 @1.65	65 @75
Phr. shearings.	@1.00	@1.00	45 @47 1/2
Dry pelts	@17n	16 @17n	11 @13

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended November 23, 1935, were 4,004,000 lbs.; previous week, 4,701,000 lbs.; same week last year, 8,451,000 lbs.; from January 1 to November 23 this year 223,932,000 lbs.; same period a year ago, 229,810,000 lbs.

Shipments of hides from Chicago for the week ended November 23, 1935, were 5,715,000 lbs.; previous week, 4,181,000 lbs.; same week last year, 9,710,000 lbs.; from January 1 to November 23 this year, 268,002,000 lbs.; same period a year ago 274,695,000 lbs.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended Nov. 23:

Week ending	New York.	Boston.	Phila.
Nov. 23, 1935.	23,293	18	42
Nov. 16, 1935.	151,708	259	.....
Nov. 9, 1935.	45,237	20,399	.....
Nov. 2, 1935.	14,636	.....	.....

Total 1935	1,764,927	71,671	29,817
Nov. 24, 1934.	7,787	.....	.....
Nov. 17, 1934.	9,913	.....	.....

Same total '34....783,796 59,225 40,238
Total so far: 1935—1,863,415.* 1934—883,250.
*Does not include 232,923 imports at Norfolk.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—Trading was light in the packer hide market during the holiday week and the week is closing with prices not very clearly defined, especially on steers. Total of 17,000 branded cows sold early at steady prices; 4,500 light cows sold steady during the week, and 3,000 extreme light native steers moved at $\frac{1}{2}$ c off, or a total of 24,500 hides confirmed during the week.

Various reports were abroad among the trade late this week that native steers and Colorados had moved at $\frac{1}{2}$ c off but so far no confirmation has been possible, and packers generally talk last sale prices for all native and branded steers. The recent decline in light native cows had widened the differential between heavy and light hides and, while the decline is more or less based on seasonal quality from here on, buyers have been relying on the absence of specialty leather tanners from the market to bring about lower prices for the heavy hides as we go into winter quality.

Native steers last confirmed at $15\frac{1}{2}$ c; 15 c has been bid and reported paid late this week but no confirmation obtainable and packers still generally ask $15\frac{1}{2}$ c. One packer sold 3,000 Oct.-Nov. extreme light native steers at $12\frac{1}{2}$ c, or $\frac{1}{2}$ c off.

Last confirmed trading in branded steers was at $15\frac{1}{2}$ c for butt brands, $14\frac{1}{2}$ c for Colorados, $15\frac{1}{2}$ c for heavy Texas steers and 14 c for light Texas; bids in the market at $\frac{1}{2}$ @ $\frac{1}{2}$ c less, and reports of trading in Colorados at $14\frac{1}{2}$ c late this week not confirmed. Extreme light Texas steers quotable at 11 c.

Bidding $11\frac{1}{2}$ c for heavy native cows, asking 12 c. One packer sold 1,000 St. Paul and 2,000 River point Nov. light native cows mid-week at 11 c, and Association late in week sold 1,500 Chicago Nov. at 11 c; this figure bid for River points and asked for mixed points. Two packers sold 16,000 Nov. branded cows early at 11 c, steady; Association sold 1,000 Nov. same basis.

A car of independent packer bulls was reported late last week at $10\frac{1}{2}$ c for natives.

OUTSIDE SMALL PACKER HIDES—Some offerings of outside small packer all-weights at $10\frac{1}{2}$ c, selected, f.o.b. shipping points, with branded at $\frac{1}{2}$ c less, are unsold, with buyers' ideas not over 10 c, f.o.b., although some holders ask more. Chicago small packers quoted $\frac{1}{4}$ c over these prices in some quarters.

FOREIGN WET SALTED HIDES—

South American market a shade easier. Early in week, 4,000 Wilson steers and 4,000 Sansinenas sold at $80\frac{1}{2}$ pesos, equal to $13\frac{1}{4}$ c, c.i.f. New York, as against $81\frac{1}{2}$ pesos or $13\frac{1}{4}$ c last week. Sales of rejects reported equal to 12 c, or $\frac{1}{4}$ c off. Later, 4,000 Argentine steers sold to this country and 2,000 to United Kingdom at 80 pesos, or $13\frac{1}{4}$ c.

COUNTRY HIDES—Trading awaited in countries on a scale sufficient to establish prices. Holders of all-weights at interior points continue firm in their ideas and collectors are unable to buy in line with prices obtainable for tanner selections, with bids slow to come out for the latter. All-weights range 8 @ $8\frac{1}{2}$ c, selected, for trimmed stock. Heavy steers and cows $8\frac{1}{4}$ c, nom. Buff weights sold at 8 c, flat, f.o.b., equal to $8\frac{1}{4}$ @ 9 c, selected, delivered, trimmed, but difficult to secure top. Extremes quoted in a range of $9\frac{1}{2}$ @ 10 c, nom., trimmed, with top doubtful. Bulls 6 @ $6\frac{1}{4}$ c, nom.; glues around 6 c. All-weight branded about 7 c, flat.

CALFSKINS—Packers moved most of their Nov. calfskin production late this week at a cent under prices obtained for Oct. skins. One packer sold 30,000, another packer 10,500, third packer 13,000 and fourth packer 35,000 Nov. calf, at 22 c for northern heavies $9\frac{1}{2}$ /15-lb., with Detroit, Cleveland and Evansville at $22\frac{1}{2}$ c; River point heavies 21 c, and lights under $9\frac{1}{2}$ -lb. at 18 c. Some Fort Worth and Oklahoma unsold.

Chicago city calfskins declined a cent mid-week, when three cars 10 /15-lb. sold at 18 c and two cars 8 /10-lb. at 16 c; car Detroit moved also at these prices. Outside cities, 8 /15-lb., quoted $16\frac{1}{2}$ @ $16\frac{1}{4}$ c, nom.; mixed cities and countries around $14\frac{1}{2}$ c; straight countries $11\frac{1}{2}$ @ 12 c. Chicago city light calf and deacons sold at $\$1.15$ for 5,000, or 10 c off.

KIPSKINS—Packers awaiting bids on Nov. kipskins, with last trading prices for Oct., $16\frac{1}{2}$ c for northern natives and $13\frac{1}{2}$ c for branded, no longer representative of market. Oct. over-weights have been offered at $15\frac{1}{2}$ c without attracting buyers. Trading necessary to establish market.

Couple cars Chicago city kipskins sold mid-week at 13 c or $1\frac{1}{2}$ c down. Outside cities quoted around $12\frac{1}{2}$ @ 13 c; mixed cities and countries about $11\frac{1}{2}$ c; straight countries 10 @ $10\frac{1}{2}$ c.

One big packer sold 7,000 Nov. regular slunks at 90 c, or 5 c off.

HORSEHIDES—Good city renderers generally quoted around $\$4.10$ @ $\$4.25$ with full manes and tails, although sales have been reported up to $\$4.40$;

trimmed quoted down to $\$3.75$. Mixed city and country lots range $\$3.75$ @ $\$4.00$ untrimmed, down to $\$3.25$ trimmed.

SHEEPSKINS—Dry pelts coming slowly and quoted 16 @ 17 c, nom., for full wools. Big packer shearlings scarce and quoted at last sale prices; No. 1's at $\$1.00$, No. 2's at 75 c and No. 3's or clips 50 c; another car moved that basis last week. Pickled skins fairly steady at $\$6.25$ per doz, last paid for big packer lambs, and sheep quoted around $\$7.25$ per doz. Packer lamb pelts have advanced very sharply during the past month, some quoting $\$2.70$ @ $\$2.80$ per cwt. live lamb, or $\$2.15$ @ $\$2.30$ each, and sales reported in one direction at $\$2.90$ per cwt. for late Nov. pelts. Pelts appear to be in short supply and considerable speculative activity reported in some quarters. Buyers claim present prices can only be paid by those operators who purchased pelts at lower prices earlier and can average down, and at present are not inclined to consider advances for the better quality Dec. pelts. Outside small packer lambs range $\$1.65$ @ $\$1.75$ each, selected, with small ones at $\frac{1}{2}$ to $\frac{3}{4}$ price; some quote $\$1.50$ @ $\$1.75$.

New York

PACKER HIDES—Packers cleaned out their Nov. production of steers earlier, with last trading previous week at $15\frac{1}{2}$ c for native steers and $14\frac{1}{2}$ c for Colorados; butt brands moved earlier at $15\frac{1}{2}$ c. All-weight cows last sold at 11 c.

CALFSKINS—Trading awaited to define prices for calfskins more clearly. Sales of about five cars collectors' calf reported early at 10 c down, or 5-7's at $\$1.45$, 7-9's at $\$1.95$, and 9-12's at $\$2.65$, prior to the movement of calf in the western market.

N. Y. HIDE FUTURES PRICES

Saturday, Nov. 23, 1935—Close: Dec. 11.22 @ 11.28 ; Mar. 11.55 @ 11.59 ; June 11.90 @ 11.93 ; Sept. 12.22 n; Dec. (1936) 12.50 n; sales 7 lots. Closing unchanged to 3 lower.

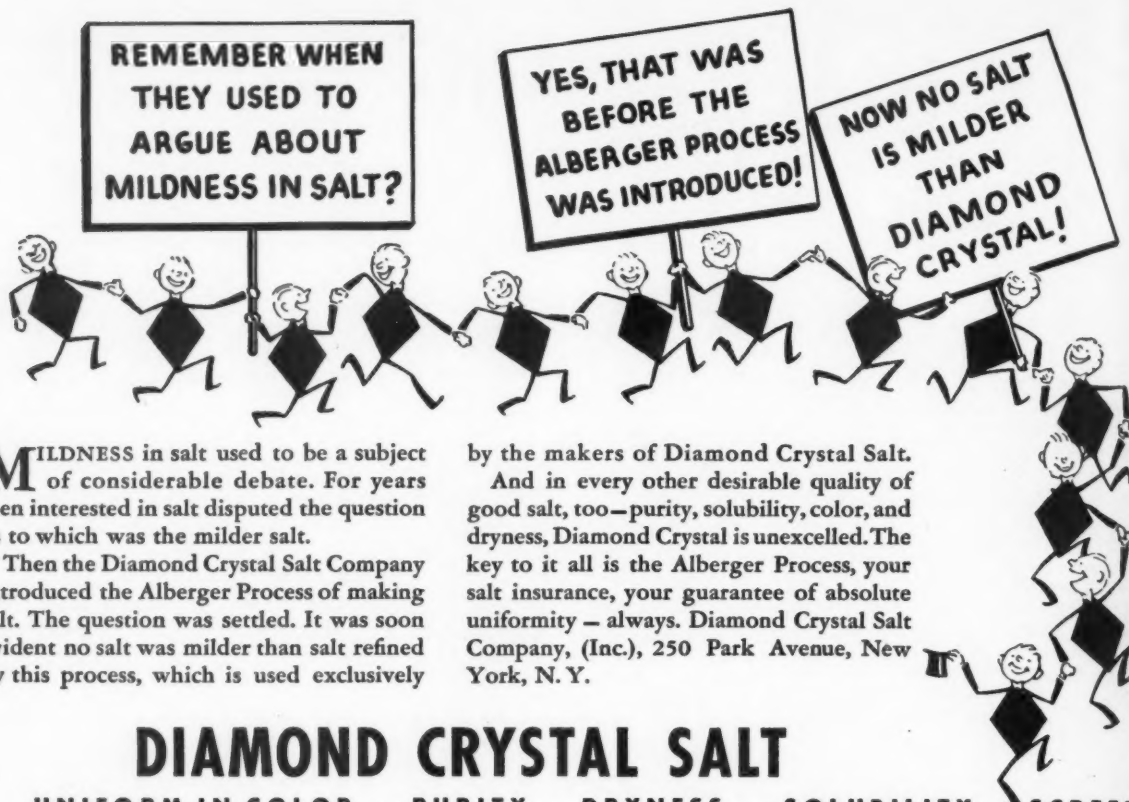
Monday, Nov. 25, 1935—Close: Dec. 11.20 @ 11.27 ; Mar. 11.53 @ 11.58 ; June 11.84 @ 11.90 ; Sept. 12.16 n; Dec. (1936) 12.50 n; sales 44 lots. Closing 2@6 lower.

Tuesday, Nov. 26, 1935—Close: Dec. 11.18 b; Mar. 11.52 @ 11.54 ; June 11.84 sale; Sept. 12.16 n; Dec. (1936) 12.46 n; sales 97 lots. Closing unchanged to 4 lower.

Wednesday, Nov. 27, 1935—Close: Dec. 11.18 b; Mar. 11.53 sale; June 11.85 sale; Sept. 12.17 @ 12.22 ; Dec. (1936) 12.47 n; sales 15 lots. Closing unchanged to 1 higher.

Thursday, Nov. 28, 1935—Holiday.

Friday, Nov. 29, 1935—Close: Dec. 11.13 sale; Mar. 11.42 @ 11.43 sales; June 11.76 sale; Sept. 12.08 n; Dec. (1936) 12.38 n; sales 40 lots. Closing 5 @ 11 lower.



MILDNESS in salt used to be a subject of considerable debate. For years men interested in salt disputed the question as to which was the milder salt.

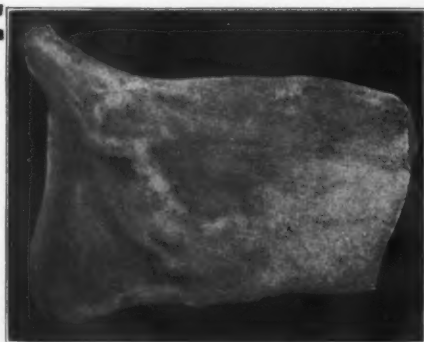
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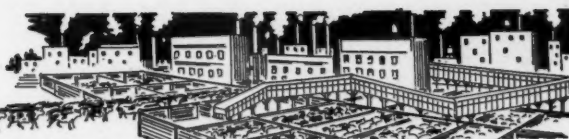
Send a 12 lb. can of Frank's Pork Sausage Seasoning according to your test offer.

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Up and down the



MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Nov. 30, 1895.)

Disturbance in cattle circles was created by decision of the Secretary of Agriculture to admit Mexican cattle into the United States.

Cudahy Packing Co. took over cooperative plant in Omaha and will manufacture its own barrels. Also recently purchased controlling interest in a large ice company in Omaha and will make its own ice and offer its meat patrons ice at reasonable rates.

Jacob Dold Packing Co. began advertising its "Buffalo" brand of canned meats, "White Rose" brand lard, "Westphalia" brand hams, shoulders and bacon in THE NATIONAL PROVISIONER.

Procter & Gamble Soap Co. expects to have new plant at Ivorydale, O., completed by Christmas.

Business was conducted under great difficulties in Chicago on November 26, owing to one of the worst snow storms ever known.

Swift & Company opened their hog house at St. Louis.

Jacob Dold of Buffalo was a visitor to the Chicago Board of Trade.

Albert Manheimer, who claims title of champion beef dresser, holds record of 3 min. 21 sec. for dressing a steer.

MEAT PACKING 25 YEARS AGO

(From The National Provisioner, Dec. 3, 1910.)

Eleventh annual International Live Stock Exposition opened at Chicago with entries of 1,194 cattle, 1,163 sheep, 307 hogs and 1,191 horses. Grand championship steer was a 10-months old grade Angus calf shown by the Iowa State College, bought by Eli Pfaelzer Packing Co., Chicago, at 60c lb.

Michael Cudahy, head of the Cudahy Packing Co., died at Chicago on November 27, of pneumonia, at the age of 69. He was the last of the "big four" founders to pass away—P. D. Armour, Gustavus F. Swift and Nelson Morris being the other three.

Fred Sawyer, of Swift & Company's provision department, sailed for a trip to Europe.

President Walter Blumenthal of the United Dressed Beef Co. made his usual visit to the International show at Chicago to buy prize beef for the holiday trade.

O. S. DeBeck, head of the S. & S. Company's canned meat department, died suddenly at his home in Chicago.

Harry Boore was back in the hog market, after being out for a month or so.

Chicago packers' purchases of hogs for the week ending November 26, 1910, totalled 119,800 head. Hogs averaged \$7.01. Purchases for the year to date were 4,042,500 head.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first three days of this week totaled 21,785 cattle, 3,764 calves, 27,509 hogs and 29,969 sheep.

O. E. Jones, manager of the refinery department, Swift & Company, returned this week from a vacation spent in the South.

C. S. Hughes, president, Hughes-Curry Packing Co., Anderson, Ind., visited Chicago this week.

F. R. Marshall, secretary, National Wool Growers' Association, stopped in Chicago en route to Washington, D. C., this week.

G. L. Childress, general manager, Houston Packing Co., Houston, Tex., was a recent visitor in Chicago.

John W. Rath, president, Rath Packing Co., Waterloo, Ia., was a Chicago visitor this week.

Harvey W. Morsch has been appointed head of the commercial research and budget departments of Armour and Company, succeeding Frederick Nymyer, resigned. Mr. Morsch was also made chairman of the maintenance budget committee. He began with the accounting department of Armour at Sioux City in 1919,



became assistant general auditor in 1931 and was elected assistant comptroller of the company in 1935.

Thomas E. Wilson celebrated the Thanksgiving season on November 27 with his annual dinner for the young men in his organization. It was held in the company restaurant at noon.

Murray T. Morgan of the AAA cattle and sheep section at Washington was a Chicago visitor this week.

A familiar face will be missing from the next convention of the Institute of American Meat Packers. William F. Scheck, one of the best-known and best-liked men in Chicago's Packingtown, died on November 25 at his home in Chicago after a brief illness. Will Scheck had been an employee of Swift & Company for 38 years, thirty-seven of which were passed in the advertising department. He was born in Chicago and was known to advertising and packinghouse men all over the country. He was high in Masonic circles and had a host of friends outside the industry. Funeral services were held on November 27, with interment at Mount Greenwood.

The Hide & Leather Association of Chicago will hold its annual banquet and election of officers for the coming year on December 6. The nominating committee, composed of the entire directorate, has selected the following slate: Geo. H. Elliott, president; Fred Lump, first vice-president; Peter Cool-



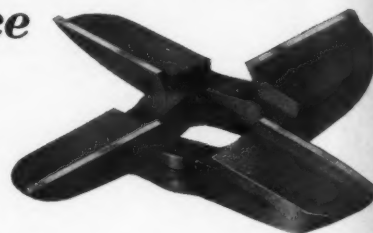
BROUGHT \$1.25 A POUND.

The beef—not the girl! Alex, grand champion steer of the 10th annual Great Western Livestock Show at Los Angeles, sold for \$1.25 per lb., 25c above last year's price. He is shown with his chaperone, Marvelle Andre of Hollywood.



C. D. Plates and C. D. Cut-More Knives for Superior Service

The O. K. Knife with changeable Double Edged blades, for twenty years a standard equipment with all the large packers and most of the leading sausagemakers in the country now have proved their superiority. The New C. D. Cut-more changeable blades fit in all O. K. Holders. The C. D. Cut-more solid knives are guaranteed to outlast any other make or style of knives.



• Send for price and circular regarding the O. K. and C. D. CUT-MORE BLADES and C. D. ANGLE-HOLE REVERSIBLE PLATES.
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In the heart of Philadelphia...
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**BROKER
PACKINGHOUSE
PRODUCTS**

HARRY K. LAX, General Manager

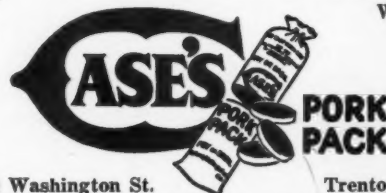
Member of New York Produce Exchange
and Philadelphia Commercial Exchange

A PROFITABLE ITEM

to add
to your
sales list

Packers in the East have enjoyed large profits from this item for many years. DISTRIBUTORS WANTED in all states except N. J., N. Y., and Penna.

WRITE!



640-48 Washington St.

Trenton, N. J.

sen, second vice-president; Wm. Bor-mann, third vice-president; Chas. F. Becking, secretary-treasurer. Thomas P. Gibbons, retiring president, becomes chairman of the board.

NEW YORK NEWS NOTES

Superintendent L. J. Gerber, Nagle Packing Company, Jersey City, left on November 30 on an extended trip which will include Omaha, where he will attend a superintendents' meeting, and Chicago, where he plans to spend a little time at the company's executive offices.

J. J. Cook, office manager, United Dressed Beef Company, visited Charles H. Benedict at his home at Columbia-ville, N. Y., recently and found the former employee of the company, who has been in retirement on pension since 1917, in excellent health and looking forward to celebration of his "first" birthday on December 12. Mr. Benedict—having completed one hundred years in 1934—is starting all over again this year.

George M. Cline, who has been with Wilson & Co. for more than ten years, for the past two years at the New York plant as office manager, sailed on the s.s. Eastern Prince on November 30 for South America to perform similar duties at the company's plant in Buenos Aires. Prior to coming to New York Mr. Cline spent three years at the

Wilson plant in Brazil, and both he and his wife are looking forward to renewing their residence in South America. Robert R. Caldwell is the new office manager at New York. He entered Wilson employ 17 years ago as a boy, and has built up a fine record.

Visitors to New York last week included vice chairman Philip L. Reed, Winslow Bros. & Smith, Boston; William Lexier, quality control department, and Fred Mulligan, produce department, Armour and Company, Chicago; Geo. Baxter, beef department, Swift & Company, Kansas City.

The Paramount news reel on "government-graded beef" had its first showing in New York at the Paramount and Capitol theatres on November 29. B. F. McCarthy, chief marketing specialist, U. S. Bureau of Agricultural Economics, is one of the stars in this picture.

George Greenburg, credit department, Wilson & Co., Syracuse district, and R. J. Cowden, poultry department, Wilson & Co., Chicago, were visitors to New York last week.

A. E. Nelson, district manager, Wilson & Co., New York, has been elected chairman representing Western packers in the drive for funds for the United Hospitals campaign, metropolitan New York district.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended November 23, 1935, were as follows: Meat—Brooklyn, 46 lbs.; Manhattan, 378 lbs.; Bronx, 1 lb.; Queens, 4 lbs.; Richmond, 2 lbs.; total, 431 lbs. Poultry—Brooklyn, 2 lbs.; Manhattan, 13 lbs.; Richmond, 4 lbs.; total, 24 lbs.

COUNTRY-WIDE NEWS NOTES

Harry Doyle, head of the by-products sales department, Kingan & Co., Indianapolis, passed away suddenly on November 26 as the result of a heart attack. He was 54 years of age, had been with the company for 23 years, and was widely known and liked in the trade.

One of the 50-year veterans given a gold button at the recent packers' convention as a mark of half a century of service in the meat industry was J. A. Leary, dock superintendent for Swift & Company at London, England, for the past 35 years. He was not present to receive the award, but his British associates honored him by changing his nickname from "Old Jack" to "Gold Button Jack," and he received a nice letter of congratulation from chairman of the board Charles H. Swift.

Announcement is made by president J. T. McMillan, of the J. T. McMillan Company, St. Paul, Minn., packers, of the appointment of M. W. Stults as sales manager of the company. Mr. Stults had been assistant sales manager for Miller & Hart, Chicago, and previously district sales representative for Wilson & Co. He is well-known in the trade as a progressive sales executive,



QUALITY HIS MOTTO.

Michael Feinberg, head of the Feinberg Kosher Sausage Co., Minneapolis, Minn., believes in the best sausage and the best plant to make it in. His plant, with porcelain walls and stainless steel equipment throughout, is a showplace among sausage factories.

and his host of friends are pleased to learn of his new connection.

John W. Harry, traffic manager, John Morrell & Co., has been elected president of the Traffic Club of Topeka, Kans.

City Dressed Beef Co. has been incorporated at Milwaukee, Wis., with offices and packinghouse at 3131 N. 31st st. The concern will cater to Milwaukee trade.

Construction of a new slaughter house for the Kansas City Dressed Beef Co. has been started at Kansas City, Kans. The plant will be of brick and concrete.

John M. Rehnee has reopened his meat-curing plant at Waycross, Ga., for its fourth season. The plant, according to Mr. Rehnee, has cured as much as 360,000 pounds in a single season, "and this year is expected to be the heaviest on record," he says.

A meat curing and smoking plant will be established at Hattiesburg, Miss., by C. Z. Stevens, sr., who operates a similar plant at Lucedale, Miss. In addition the plant will chill and store beef for marketmen and others.

Oscar Mayer & Co., Madison, Wis., are installing a new Hubbard "velvet drive" automatic press, also new equipment in the ham boiling department.

C. F. Hutchison, former assistant district sales manager at Ft. Worth, Tex., and Atlanta, Ga., has been made manager for Armour and Company at Jacksonville, Fla., including Florida branches, succeeding J. S. Livesay, who after 35 years in the South becomes special sales representative in that territory.



HE SET THE STYLES.

One of the mild sensations of the recent packers' convention at Chicago was the sartorial impression made by F. J. Cooper, general manager, Cudahy Packing Co., Jersey City, N. J. Attired in a gray suit of the latest weave and pattern, with dark shirt and boutonniere, he was the observed of all observers.



For the Retail Meat Dealer



WHAT to Buy?

- When Customer is Undecided Dealer Has Sales Opportunity

THERE is profit in the undecided customer!

Many housewives who come into the retail meat store don't know what they want. Some retailers look on these uncertain buyers as time-wasters, unworthy of attention. But other dealers realize they are valuable.

The undecided customer offers a real chance for salesmanship and good profits. She is often a buyer with a middle-class income whose meat needs are not solely dictated by her pocket-book.

What is she undecided about?

She usually fails to specify one or more of the following details of her prospective purchase—the cut, the price and the quantity.

Long Profit vs. Small Margin

When the cut is not named, the wide-awake meat dealer has a chance to offer an item that pays a long profit rather than one with only a small margin. It also gives him an opportunity to move an overstocked item, or one which he is just introducing to his trade.

If the customer does not specify price she is willing to pay, the meat dealer may be able to show her that she wants to buy a cut on which his profit will be good. He also is able to suggest a wide variety of products, since the buyer has not set an arbitrary price limit on her purchases at the beginning of the transaction.

The retailer may be able to sell several pieces or pounds of meat instead of one or two if the buyer has not specified quantity.

There are several factors which the meat dealer will have to consider in selling to this type of buyer.

Sizing Up the Customer

She must not be sold unsuitable products or those beyond her means. She may buy once—but only once. She should not be sold hamburger when her appearance indicates she can buy porterhouse.

When in doubt, the dealer can suggest a medium-priced cut. If the store is crowded the salesman can suggest a

cut, its price and the quantity without showing the meat.

Many of these undecided customers need ideas and information on preparing meat. In serving them the dealer should be able to suggest, in at least general terms, a method of preparation for the meat item which he is trying to sell.

Some meat salesmen have a tendency to offer the undecided customer the smallest quantities of fastest-selling cuts. They believe they arouse less consumer resistance than if they suggested unfamiliar or higher profit items.

But many successful meat dealers look for profits in the undecided customer. They believe this type of buyer is in need of special help, and that the retail meat dealer is justified in selling her items which will satisfy her and yield a good profit.

PRIZES FOR HIGH SALES

One enterprising meat retailer has found it good practice to offer a small cash prize for the clerk turning in largest sales total for the day. The contest, held on one day each week, has added many dollars to volume and profit. It also aids in keeping the entire stock moving.



MAKING UP HER MIND.

Meat dealer can help himself while helping his customer to make up her mind.

FOOD CHAIN SALES STEADY

Dollar sales of six food store chains totaled \$615,600,857 for 44 weeks of 1935, an increase of 8.8 per cent over sales of \$565,560,023 in same period last year. Sales have remained at approximately this same level above 1934 during several recent 4-week periods. Increases in sales of individual chains ranged from 21.7 per cent to eight-tenths of 1 per cent while one chain showed a decrease. The 1935 and 1934 sales of the chains were as follows:

	1935.	1934.
Safeway Stores	\$244,480,543	\$202,827,000
Kroger Grocery & Bak.	192,509,750	185,535,876
American Stores*	96,401,819	95,643,178
National Tea Co.	51,939,227	51,178,747
Jewel Tea Co.	15,644,315	14,299,319
Dominion Stores	14,805,208	10,104,280

Six food products companies \$615,600,857 \$565,560,023

*43 weeks to October 26.

FLORIDA CHAIN STORE TAX

Provisions of the Florida chain store tax law applying to gross receipts have been declared invalid by decision of a federal court. State authorities intend to appeal the ruling. The same decision declared valid the graduated scale of \$10 to \$400 on from one to more than 15 stores, also a clause doubling occupational taxes in event the gross sales tax was declared unconstitutional.

CITY CHAIN STORE TAX

Municipalities are now beginning to tax chain stores, in addition to state tax levies. The Little Rock, Ark., city council has voted privilege taxes ranging from \$25 to \$125 a unit on chain stores operated there. The Little Rock ordinance, which will become effective on January 1, is reported to be a copy of a similar ordinance adopted in Portland, Ore.

RETAIL MEAT PRICES LOWER

Retail prices of meats decreased 3.5 per cent during two weeks ended November 5, to lead a general decline of two-tenths of 1 per cent in average prices of all foods, the U. S. Department of Labor reports. Retail meat price declines were more marked in Central and New England states. Retail prices of cereals and bakery products, butter, vegetables and eggs advanced during the same period.

NEWS OF THE RETAILERS

New entrants in meat business in Los Angeles, Calif., are Vincente Soria, 4129 Chevy Chase, and A. Hartley, 9960 Tujunga blvd.

Visto Grande market, San Francisco, Calif., has moved to 6550 Mission st.

In Seattle, Wash., Haggy Klones has purchased Liberty Market, 1006 W. Spokane st., from Louis Hostak and Jack Michlich bought Wallingford Shopping Center, 45th and Wallingford.

Graham meat market will move to new location on north side of W. Third st., Dover, O. Formal opening is expected about December 7, when an increased variety of meats will be offered.

F. Albert, dealer in meats and groceries, 2904 S. Cedar st., Lansing, Mich., recently enlarged and modernized his store.

Remodelling of Peickert's Sanitary

Market, Steven's Point, Wis., will be completed soon.

Rud Peterson recently opened new meat market, 4320 W. Center st., Milwaukee, Wis.

Alois Fischer plans to open new meat market, Wabasso, Minn.

Fred Conita has purchased meat business of Henry Stewart, Center, N. D.

G. J. Christianson will reopen meat market, Valley City, N. D., after repairing damages done by fire several weeks ago.

New meat market will be opened in Burchar, Nebr., by a Mr. Reynolds.

Hobart Tiedgen recently opened meat market, Battle Creek, Nebr.

Joe Brannan has purchased meat business of Stanley Watts, Birmingham, Ia.

J. E. Erickson has purchased Peterson Meat Market, Center City, Minn.

J. F. Smaha has sold his meat busi-

ness, Fullerton, Nebr., to Walter Kiehlm.

Gilbert Demint recently opened meat market, Main st., West Union, O.

AMONG NEW YORK RETAILERS

Eastern District Branch held its meeting at Schwaben Hall on Thursday, November 21, with chairman Joseph Wagner presiding. The evening was given over to discussion of holiday turkey business. Plans for the annual ball are coming along nicely. The turkey exchange was operated on Wednesday, November 27 until closing time. This service proved a boon in supplying needs and using up the over supply of members.

More than fifty members of the Ladies' Auxiliary and their friends attended the card and bunco party of president Mrs. William Kramer at her home in Forest Hills. Games were played and refreshments served. Prizes were awarded and a demonstration given.

The next regular meeting of Bronx Branch has been postponed to December 5 for the purpose of receiving special reports.

Ernest Ritzmann, president Bronx Branch, extends thanks to members and many friends for their visits and wishes while he was in the hospital.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on November 27, 1935:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
(1) (300-500 lbs.) choice.....	\$16.00@17.50	.....	\$17.00@18.00	.....
Good.....	13.00@16.00	.....	14.00@17.00	.....
Medium.....	10.50@13.00	.....	11.50@14.00	.....
Common.....	9.00@10.50	.....	10.50@11.50	.....
STEERS:				
(500-600 lbs.) choice.....	16.00@17.50	.....	17.00@18.50	17.50@18.50
Good.....	13.00@16.00	.....	14.00@17.00	14.00@18.50
Medium.....	10.50@13.00	.....	11.50@14.00	11.50@18.00
Common.....	9.00@10.50	.....	10.50@11.50	.....
STEERS:				
(600-700 lbs.) choice.....	16.00@17.50	.....	17.50@18.50	17.50@18.50
Good.....	13.50@16.00	.....	14.50@17.50	14.00@18.50
Medium.....	10.50@13.50	12.50@14.50	12.00@14.50	11.50@18.00
STEERS:				
(700 lbs. up) choice.....	16.00@18.00	17.50@18.50	17.50@18.50	17.50@18.50
Good.....	13.50@16.00	14.50@17.00	14.50@17.50	14.00@18.50
COWS:				
Good.....	10.00@11.00	10.50@11.50	11.50@13.00	11.00@12.00
Medium.....	9.00@10.00	10.00@10.50	10.50@11.50	10.00@11.00
Common.....	8.50@ 9.00	9.50@10.00	9.50@10.50	9.00@10.00
Fresh Veal and Calf:				
VEAL:				
(2) choice.....	15.00@16.00	16.00@17.00	17.00@19.00	16.00@17.00
Good.....	14.00@15.00	15.00@16.00	16.00@17.00	15.00@16.00
Medium.....	13.00@14.00	13.00@14.00	13.00@14.00	13.00@14.00
Common.....	12.00@13.00	11.00@13.00	12.00@13.00	12.00@13.00
CALF:				
(2) (3) Good.....	12.50@14.00	.....	14.00@16.00	.....
Medium.....	11.00@12.50	.....	12.00@14.00	.....
Common.....	10.00@11.00	.....	11.00@12.00	.....
Fresh Lamb and Mutton:				
LAMB:				
(38 lbs. down) choice.....	17.50@18.00	19.00@20.00	19.00@20.00	19.00@20.00
Good.....	16.50@17.50	18.00@19.00	18.00@19.00	18.00@19.00
Medium.....	15.50@16.50	17.00@18.00	17.00@18.00	17.00@18.00
Common.....	14.50@15.50	16.00@17.00	16.00@17.00	.....
LAMB:				
(39-45 lbs.) choice.....	17.50@18.00	19.00@19.50	19.00@19.50	19.00@19.50
Good.....	16.50@17.50	18.00@19.00	18.00@19.00	18.00@19.00
Medium.....	15.50@16.50	17.00@18.00	17.00@18.00	17.00@18.00
Common.....	14.50@15.50	16.00@17.00	16.00@17.00	.....
LAMB:				
(46-55 lbs.) choice.....	16.50@17.50	18.00@19.00	18.00@19.00	18.00@18.50
Good.....	16.00@16.50	17.50@18.00	17.50@18.00	17.50@18.00
MUTTON:				
(Ewe) (70 lbs. down) good.....	9.00@10.00	10.00@11.00	9.00@10.00	9.00@10.00
Medium.....	8.00@ 9.00	9.00@10.00	8.00@ 9.00	8.00@ 9.00
Common.....	7.00@ 8.00	7.50@ 9.00	7.00@ 8.00	7.00@ 8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. avg.....	20.50@22.50	22.00@23.00	22.00@23.50	22.00@23.50
10-12 lbs. avg.....	20.50@22.50	22.00@23.00	22.00@23.50	22.00@23.50
12-15 lbs. avg.....	20.00@21.00	21.50@22.50	21.00@22.00	21.00@22.50
16-22 lbs. avg.....	18.00@19.50	20.00@21.00	20.00@21.00	20.00@21.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.....	15.50@16.50	.....	18.00@19.00	18.00@20.00
PICNICS:				
6-8 lbs. avg.....	.....	17.50@18.50	.....	.....
BUTTS: Boston Style:				
4-8 lbs. avg.....	17.00@19.00	.....	20.00@22.00	18.00@20.00

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

Revised Retail Meat Price Charts to meet the changed conditions ARE NOW READY

Excellent and speedy reference sheet for costs and selling prices of retail cuts, worked out with practical needs of the dealer in mind. Save time in daily price calculations and protect against mistakes. Especially valuable at inventory time.

Chart No. 1 gives cost and selling prices of retail cuts from whole carcasses or sides.

Chart No. 2 gives cost and selling prices of retail cuts from extra wholesale cuts, such as chucks, loins, ribs, rounds, etc.

You will need both charts, and we offer them both for \$2.00; or \$1.00 each.

**Use this coupon. You may
send cash.**

THE NATIONAL PROVISIONER
407 S. Dearborn Street, Chicago, Ill.

Enclosed find \$.....for which
send the following number of Revised
Meat Price Cards.

Quantity No. 1.....Quantity No. 2.....

Name.....

Street.....

City.....State.....

The Improved CRANDALL-PETTEE



REEL OVEN

Like everything else, a good oven in your plant means economy, efficient results, life-time service. Imitators have been unsuccessful in producing an oven to rival this well-known make. COMPARE.

Thousands in use in the Meat Packing Industry.

By authorized manufacturer

Nicholas Silvery

8745—16th Avenue, Brooklyn, N. Y.

Formerly with The Crandall-Petree Co.

SELLING THE CUSTOMER

(Continued from page 10.)

Usually we cooperate with a coffee company or a bottling concern which furnishes the beverage. The rest of the menu may include potato salad or chips, or sauer-kraut if weiners are served. Usually a local dealer is glad to assist our demonstrator in the food service.

Featuring Sausage Specialties

"We average three such demonstrations a week, winter and summer, and have been able to considerably increase our territory. Also we have felt, as a result of these demonstrations, a definite trend toward better quality sausage. Our trade name—"Thiemes"—has been carefully and favorably brought to public attention. All our product is identified on casings, labels and packages.

"These demonstrations, including salary of the demonstrator, can be put on for an average cost of \$8.50 each. In the summer the menu features baked meat loaves and in the winter it is varied between frankfurters, pork sausage, wieners and chili.

"Chili is a big item in this part of the country. Baked loaf sales drop in the winter, but the volume loss is overcome by increased sales of chili. So evenly balanced are the products of our sausage department that weekly sales do not vary more than 2,000 lbs. the year round."

Thiemes chili is wrapped in white parchment with trade name and emblem, a Spanish girl with sombrero, printed in blue ink. The color scheme used to identify all Thiemes sausage is yellow and blue, the boxes and packages being in yellow.

Another way in which this packer

has overcome, to an extent, the existing price competition on sausage is to manufacture two grades, keeping the number two quality ready only when demanded by the retailers.

Bonus for Quality Sales

"We force our salesmen to do at least 60 per cent volume in the number one grade," says Mr. Rosenthal, "and we pay a bonus to them when they average above 60 per cent on number one. Regardless of the sales volume which is attained on the cheaper sausage, we never compliment a salesman for his increased sales on the second grade.

"Number two sausage is to meet competitive prices and is not pushed or advertised. I don't believe the independent sausage manufacturer should go after this type of volume. Pushing low quality products only results in a reduction of sausage volume and profits."

Rosenthal builds up his market displays with an eye to the seasons. He uses attractive posters and finds these helpful in creating demand for his products. "I believe all manufacturers would find it profitable," he said, "to give more attention to their products and their display at point of sale."

Cooperates with Dealers

Sausage volume is further stimulated by offering prizes for the retailer in each city who shows an increased volume of sales. Cooperating with the dealer in these campaigns helps to increase volume, and is further education of the consumer on Thiemes sausage. The increased volume often runs around 100 per cent per dealer.

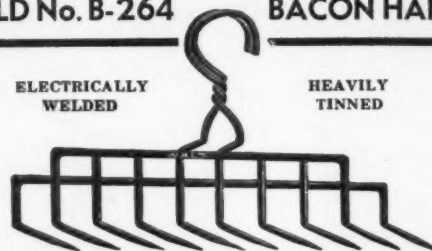
One night a year Mr. Rosenthal holds open house at the plant and invites dealers to attend and watch the plant in operation.

WALD No. B-264

BACON HANGER

ELECTRICALLY
WELDED

HEAVILY
TINNED



The bacon season is here—get your house in order for maximum profits! Use WALD Bacon Hangers for lower costs and perfect service. Ask for prices!

WALD MANUFACTURING COMPANY, INC.

MAYSVILLE

KENTUCKY

"It is surprising," he says, "how few dealers have a definite picture of how sausage is manufactured. For this affair we always serve a plate supper consisting of sausage, potato salad and the usual foods served by our demonstrator. Prior to the supper the dealers are taken through the plant in groups of 25, and I usually explain each operation. We have never had less than 80 dealers attending one of our open house meetings, which are usually held in the spring."

MEAT INSPECTION CHANGES

Changes in the federal meat inspection service:

Inspection granted.—Granite City Packing Co., Manchester, N. H.

Inspection withdrawn.—Armour and Company, 2024 W. Michigan, Duluth, Minn.; Cudahy Packing Co., 1324 Levee st., Vicksburg, Miss.; White, Pevey & Dexter Co., Worcester, Mass.; Bradley Market Co., Philadelphia, Pa.; Western Packing Co., 3830 S. Morgan, Chicago; A. Sander Packing Co., Cincinnati, O.; Powers-Begg, Inc., Jacksonville, Ill.; Zanesville Provision Co., Zanesville, O.; C. W. Kersey & Son, Pittman, N. J.; Keane-Löffler Co., Washington, D. C.; George Kern, Inc., B. Meier & Sons, Merkel, Inc., New York City, and United Sausage, Boston, subsidiaries of Adolf Gobel, Inc., Brooklyn, N. Y.

Inspection extended.—Adolf Gobel, Inc., Brooklyn, N. Y., to include C. Lehman Packing Co. and George Kern.

Change in name.—Adolf Gobel, Inc., Boston, Mass., instead of United Sausage Co.; Adolf Gobel, Inc., New York, and C. Lehmann Packing Co. and George Kern, instead of George Kern, Inc.

TO SELL YOUR PRODUCTS

in Great Britain

communicate with

STOKES & DALTON, LTD.

Leeds, 9

ENGLAND

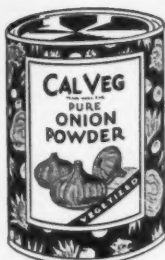
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Offerings Wanted

GEO. H. JACKLE

405 Lexington Avenue

NEW YORK



CAL VEG

NEVER was there Onion and Garlic flavor retained in powders — LIKE NOW.

Write for NEW Cal Veg samples or ORDER a trial case, packed 30 lbs. to a tin, 60 lbs. to a case.

Associate Distributors

WIXON SPICE COMPANY
Chicago, Ill.
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J. K. LAUDENSLAGER, INC.
Philadelphia, Pa.
CON YEAGER CO., INC.
Pittsburgh, Pa.

HANLEY & KINSELLA, St. Louis, Mo.

Distributor **SOKOL & COMPANY**
CHICAGO NEW YORK

UNITED BACON HANGERS

Electrically welded at all joints for strength and durability. Available in stainless steel and regular tinned models. Used by prominent packers throughout the industry.

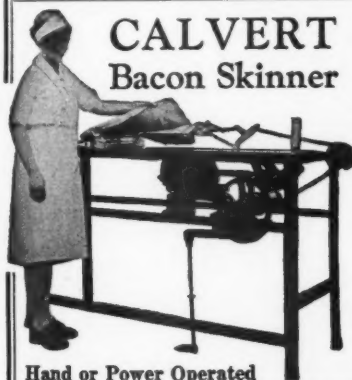
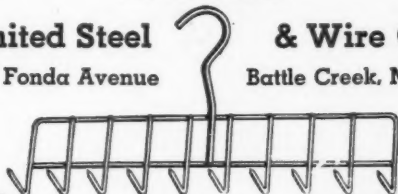
Ask for samples!

United Steel

856 Fonda Avenue

& Wire Co.

Battle Creek, Mich.



CALVERT Bacon Skinner

Now installed in more than 225 plants, including all prominent packers. Many important advantages, plus ability to pay for itself shortly in labor savings alone.

Write for list of users!

CALVERT MACHINE CO.

1606-S Thames St.,
Baltimore, Md.

Hand or Power Operated

Wilmington Provision Company TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,
Lams and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.



HISTORIC

President Grant's strolls "up the Avenue" to the old Willard are memorable . . . Leaders of today's affairs find themselves again the center of National events at the modern Willard—modern in appointments—old in tradition.

Single Rooms with Bath \$4 up

Double Rooms with Bath \$6 up

The WILLARD HOTEL

"Residence of Presidents"

WASHINGTON, D. C.

H. P. Somerville, Managing Director

foods of Unmatched Quality

ESSKAY

QUALITY

HAMS—BACON

LARD—SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schluderberg - T. J. Kurdle Co.
Meat Packers Baltimore, Md.



Schenk Bros

Managers

TASTIEST!

Because Capital Brand Hams and Bacon have such fine flavor—they are always in favor

The Columbus Packing Co.

PORK AND BEEF PACKERS

Columbus, Ohio

New York Representative: M. C. Brand, 410 W. 14th St.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.		Week ended	Cor. week,
Prime native steers—		Nov. 27, 1935.	1934.
400-600	18 1/2 @ 19	13 @ 14	11 1/2 @ 12 1/2
600-800	18 @ 18 1/2	13 @ 13 1/2	11 1/2 @ 12 1/2
800-1000	18 @ 19	13 @ 13 1/2	11 1/2 @ 12 1/2
Good native steers—			
400-600	17 @ 17 1/2	11 @ 11 1/2	11 @ 11 1/2
600-800	16 1/2 @ 17	11 1/2 @ 12 1/2	11 1/2 @ 12 1/2
800-1000	16 1/2 @ 16 3/4	11 1/2 @ 12 1/2	11 1/2 @ 12 1/2
Medium steers—			
400-600	13 1/2 @ 14 1/2	9 1/2 @ 10	10 1/2 @ 11 1/2
600-800	13 1/2 @ 14 1/2	10 1/2 @ 11 1/2	11 1/2 @ 12 1/2
800-1000	14 @ 15	11 1/2 @ 12	12 1/2 @ 13 1/2
Heifers, good 400-600—		14 1/2 @ 14 3/4	11 @ 11 1/2
Cows, 400-600—		8 1/2 @ 10 1/2	5 @ 7 1/2
Hind quarters, choice—		23	18
Fore quarters, choice—		15	10

Beef Cuts.

Steer loins, prime.....	unquoted	unquoted
Steer loins, No. 1.....	@ 32	@ 27
Steer loins, No. 2.....	@ 29	@ 21
Steer short loins, prime.....	unquoted	unquoted
Steer short loins, No. 1.....	@ 42	@ 35
Steer short loins, No. 2.....	@ 37	@ 34
Steer loin ends (hips).....	@ 25	@ 19
Steer loin ends, No. 2.....	@ 22	@ 18
Cow loins.....	@ 12	@ 10
Cow short loins.....	@ 13	@ 12
Cow loin ends (hips).....	unquoted	unquoted
Steer ribs, prime.....	@ 22	@ 21
Steer ribs, No. 2.....	@ 21	@ 19
Cow ribs, No. 2.....	@ 10	@ 10
Cow ribs, No. 3.....	@ 8 1/2	@ 7
Steer rounds, prime.....	unquoted	unquoted
Steer rounds, No. 1.....	@ 14	@ 10
Steer rounds, No. 2.....	@ 13 1/2	@ 9 1/2
Steer chucks, prime.....	unquoted	unquoted
Steer chucks, No. 1.....	@ 12 1/2	@ 10
Steer chucks, No. 2.....	@ 12	@ 9 1/2
Cow rounds.....	@ 10	@ 9 1/2
Cow chucks.....	@ 9	@ 9 1/2
Steer plates.....	@ 13 1/2	@ 9
Medium plates.....	@ 13	@ 7
Briskets, No. 1.....	@ 16	@ 5 1/2
Steer navel ends.....	@ 12	@ 9 1/2
Cow navel ends.....	@ 8	@ 4
Fore shanks.....	@ 8	@ 7 1/2
Hind shanks.....	@ 5 1/2	@ 4 1/2
Strip loins, No. 1, bbls.....	@ 35	@ 45
Strip loins, No. 2.....	@ 45	@ 30
Sirloin butts, No. 1.....	@ 28	@ 22
Sirloin butts, No. 2.....	@ 16	@ 16
Beef tenderloins, No. 1.....	@ 60	@ 50
Beef tenderloins, No. 2.....	@ 50	@ 35
Rump butts.....	@ 19 1/2	@ 19
Flank steaks.....	@ 22	@ 18
Shoulder clods.....	@ 13	@ 8 1/2
Hanging tenderloins.....	@ 12	@ 7
Insides, green, 5@8 lbs.....	@ 13	@ 9 1/2
Outsides, green, 5@8 lbs.....	@ 12 1/2	@ 8 1/2
Knuckles, green, 5@8 lbs.....	@ 13	@ 9

Beef Products.

Brains (per lb.).....	@ 9	@ 7
Hearts.....	@ 10	@ 4
Tongues.....	@ 19	@ 14
Sweetbreads.....	@ 20	@ 18
Ox-tail, per lb.....	@ 12	@ 8
Fresh tripe, plain.....	@ 10	@ 4
Fresh tripe, H. C.....	@ 12 1/2	@ 8
Livers.....	@ 18	@ 13
Kidneys, per lb.....	@ 11	@ 8

Veal.

Choice carcass.....	@ 15	@ 10
Good carcass.....	@ 12	@ 8
Good saddles.....	@ 10	@ 10
Good racks.....	@ 12	@ 8
Medium racks.....	@ 11	@ 4

Veal Products.

Brains, each.....	@ 12	@ 10
Sweetbreads.....	@ 34	@ 25
Calif livers.....	@ 45	@ 30

Lamb.

Choice lambs.....	@ 18	@ 13 1/2
Medium lambs.....	@ 16	@ 12 1/2
Choice saddles.....	@ 20	@ 16
Medium saddles.....	@ 19	@ 15
Choice fores.....	@ 11	@ 11
Medium fores.....	@ 14	@ 10
Lamb fries, per lb.....	@ 25	@ 20
Lamb tongues, per lb.....	@ 15	@ 12
Lamb kidneys, per lb.....	@ 20	@ 15

Mutton.

Heavy sheep.....	@ 7	@ 4
Light sheep.....	@ 7	@ 7
Heavy saddles.....	@ 9	@ 6
Light saddles.....	@ 11	@ 9
Heavy fores.....	@ 5	@ 4
Light fores.....	@ 8	@ 6
Mutton legs.....	@ 12	@ 10
Mutton loins.....	@ 8	@ 8
Mutton stew.....	@ 6	@ 3
Sheep tongues, per lb.....	@ 12 1/2	@ 12
Sheep heads, each.....	@ 10	@ 10

Fresh Pork, etc.

Pork loins, 8@10 lbs. av.....	@ 22 1/2	@ 12
Picnics.....	@ 17	@ 9 1/2
Skinned shoulders.....	@ 17	@ 10
Tenderloins.....	@ 35	@ 20
Spare ribs.....	@ 16 1/2	@ 8
Back fat.....	@ 17 1/2	@ 11
Boston butts.....	@ 19	@ 11
Boneless butts, cellar trim, 2@4.....	@ 24	@ 15
Hocks.....	@ 13	@ 8
Tails.....	@ 15	@ 7
Neck bones.....	@ 6	@ 2 1/2
Silp bones.....	@ 14	@ 9
Blade bones.....	@ 14	@ 8 1/2
Pigs' feet.....	@ 4	@ 4
Kidneys, per lb.....	@ 10	@ 7
Livers.....	@ 12	@ 3 1/2
Brains.....	@ 11	@ 8
Ears.....	@ 9	@ 5
Snouts.....	@ 13	@ 6
Heads.....	@ 11	@ 5
Chitterlings.....	@ 8 1/2	@ 8 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	@ 20 1/2
Country style sausage, fresh in link.....	@ 23 1/2
Country style sausage, fresh in bulk.....	@ 21 1/2
Country style sausage, smoked.....	@ 25 1/2
Frankfurters in sheep casings.....	@ 23 1/2
Frankfurters in hog casings.....	@ 19 1/2
Bologna in beef bungs, choice.....	@ 16 1/2
Bologna in beef middles, choice.....	@ 17 1/2
Liver sausage in beef rounds.....	@ 16 1/2
Liver sausage in hog bungs.....	@ 19 1/2
Smoked liver sausage in hog bungs.....	@ 20 1/2
Head cheese.....	@ 21 1/2
New England luncheon specialty.....	@ 19 1/2
Minced luncheon specialty, choice.....	@ 19 1/2
Tongue sausage.....	@ 33
Blood sausage.....	@ 21 1/2
Souse.....	@ 21 1/2
Polish sausage.....	@ 21 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs.....	@ 40
Thuringer cervelat.....	@ 21
Farmer.....	@ 28
Holsteiner.....	@ 26
B. C. salami, choice.....	@ 37
Milano salami, choice, in hog bungs.....	@ 42
B. C. salami, new condition.....	@ 22
Frisses, choice, in hog middles.....	@ 38
Genoa style salami, choice.....	@ 40
Pepperoni.....	@ 36
Mortadella, new condition.....	@ 23
Capicola.....	@ 50
Italian style hams.....	@ 38
Virginia hams.....	@ 40 1/2

SAUSAGE MATERIALS

(F.O.B. CHICAGO.)

Regular pork trimmings.....	@ 13 1/2
Special lean pork trimmings.....	@ 17 1/2
Extra lean pork trimmings.....	@ 19
Pork cheek meat.....	@ 10 1/2
Pork hearts.....	@ 9
Pork loins.....	@ 9 1/2
Native boneless bull meat (heavy).....	@ 11 1/2
Shank meat.....	@ 10
Boneless chuck.....	@ 10 1/2
Beef trimmings.....	@ 8 1/2
Beef cheeks (trimmed).....	@ 8 1/2
Dressed canners, 350 lbs. and up.....	@ 7 1/2
Dressed cutter cows, 400 lbs. and up.....	@ 8 1/2
Dr. bologna bulls, 600 lbs. and up.....	@ 8 1/2
Pork tongues, canner trim, S. P.....	@ 12 1/2

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate.....	\$6.50
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate.....	\$7.50
Smoked link sausage, in hog casings—	
Small tins, 2 to crate.....	\$6.75

BARRELED PORK AND BEEF

Meat pork, regular.....	@ 35.00
Family back pork, 24 to 34 pieces.....	@ 35.50
Family back pork, 35 to 45 pieces.....	@ 35.00
Clear back pork, 40 to 50 pieces.....	@ 38.50
Clear plate pork, 25 to 35 pieces.....	@ 33.00
Beef pork.....	@ 32.00
Brisket pork.....	@ 36.00
Plate beef.....	@ 25.00
Extra plate beef, 200-lb. bbls.....	@ 26.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	\$18.75
Lamb tongue, short cut, 200-lb. bbl.....	43.00
Regular tripe, 200-lb. bbl.....	20.00
Homeycomb tripe, 200-lb. bbl.....	23.00
Pocket homeycomb tripe, 200-lb. bbl.....	26.00

DRY SALT MEATS

Clear bellies, 18@20 lbs.....	@ 19 1/2
Clear bellies, 14@16 lbs.....	@ 20 1/2
Rib bellies, 25@30 lbs.....	@ 19 1/2
Fat backs, 10@12 lbs.....	@ 15 1/2
Fat backs, 14@16 lbs.....	@ 17 1/2
Regular plates.....	@ 18 1/2
Jowl butts.....	@ 13

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper.....	27 @ 28
Fancy skd. hams, 14@16 lbs., parchment paper.....	27 @ 28
Standard reg. hams, 14@16 lbs., plain.....	26 @ 27 1/2
Picnics, 4@8 lbs., short shank, plain.....	21 @ 22
Picnics, 4@8 lbs., long shank, plain.....	20 @ 21
Fancy bacon, 6@8 lbs., parchment paper.....	32 @ 33
Standard bacon, 6@8 lbs., plain.....	27 @ 28
No. 1 beef ham sets, smoked.....	25 1/2 @ 26 1/2
Insides, 8@12 lbs.....	22 1/2 @ 23 1/2
Outsides, 5@9 lbs.....	23 1/2 @ 24 1/2
Knuckles, 5@9 lbs.....	23 1/2 @ 24 1/2
Cooked hams, choice, skin on, fattened.....	@ 39 1/2
Cooked hams, choice, skinned, fattened.....	@ 41
Cooked picnics, skin on, fattened.....	@ 30 1/2
Cooked picnics, skinned, fattened.....	@ 30 1/2
Cooked loin roll, smoked.....	@ 46

LARD

Prime steam, cash, Bd. Trade.....	@ \$13.52
Prime steam, loose, Bd. Trade.....	@ 13.00
Refined lard, tierces, f.o.b. Chicago.....	@ 14 1/2
Kettle rend., tierces, f.o.b. Chgo.....	@ 15
Leaf, kettle, rendered, tierces, f.o.b. Chicago.....	@ 15 1/2
Neutral, in tierces, f.o.b. Chicago.....	@ 15
Compound veg., tierces, c.a.f.....	@ 12 1/2

OLEO OIL AND STEARINE

Extra oleo oil.....	12 1/2 @ 13
Prime No. 2 oleo oil.....	10 @ 12 1/2
Prime oleo stearine, edible.....	12 1/2 @ 11

TALLOW AND GREASES

Edible tallow.....	9 1/2 @ 8 1/2
Prime packers' tallow.....	7 @ 7 1/2
No. 1 tallow, 10% f.f.a.....	5 1/2 @ 6
Special tallow.....	6 @ 6 1/2
Choice white grease.....	8 1/2 @ 8 1/2
A-White grease, maximum 4% acid.....	6 1/2 @ 6 1/2
B-White grease, maximum 5% acid.....	6 1/2 @ 6 1/2
Yellow grease, 10@15%.....	5 1/2 @ 6
Brown grease, 40% f.f.a.....	5 @ 5 1/2

ANIMAL OILS

Prime edible.....	@ 17 1/2
Prime inedible.....	@ 14
Headlight.....	@ 14
Prime W. S.....	@ 13 1/2
Extra W. S.....	@ 13 1/2
Extra lard oil.....	@ 13
Extra No. 1.....	@ 11 1/2
No. 1 lard oil.....	@ 10 1/2
No. 2 lard oil.....	@ 10 1/2
Acidless tallow.....	@ 11
20° neatfoot.....	@ 17
Pure neatfoot.....	@ 13 1/2
Special neatfoot.....	@ 13 1/2
Extra neatfoot.....	@ 12
No. 1 neatfoot.....	@ 11
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt.....	9 1/2 @ 9 1/2
White, deodorized, in bbls., f.o.b. Chgo.....	11 1/2 @ 11 1/2
Yellow, deodorized.....	11 1/2 @ 11 1/2
Soap stock, 50% f.f.a., f.o.b. mills.....	1 1/2 @ 2
Soy bean oil, f.o.b. mills.....	@ 8
Corn oil, in tanks, f.o.b. mills.....	@ 10 1/2
Cocconut oil, seller's tanks, f.o.b. coast.....	4 @ 4 1/2
Refined in bbls., f.o.b. Chicago.....	11 @ 11 1/2

OLEOMARGARINE

White animal fat, margarine, in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@ 16
Nut. 1-lb. cartons, f.o.b. Chicago.....	@ 12 1/2
Puff paste.....	@ 13

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	8.95	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62½	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda.....	3.62½	3.25
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.996	
Medium, air dried.....	6.494	
Medium, kiln dried.....	10.996	
Rock.....	6.782	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.....	\$3.60	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%).....	\$5.10	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.60	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.50	

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
Allspice Prime.....	12	13½
Resinifer.....	12½	14
Chili Pepper, Fancy.....	22	21½
Chili Powder, Fancy.....	23	22
Cloves, Amboyana.....	16	19
Madagascar.....	16½	19½
Zanzibar.....	15	18½
Ginger, Jamaica.....	15	18½
African.....	15	18½
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	60	60
Mustard Flour, Fancy.....	24	25
No. 1.....	24	25
Nutmegs, Fancy Banda.....	25	25
East India.....	21	21
E. I. & W. I. Blend.....	19	19
Paprika, Extra Fancy.....	24	24
Fancy.....	23	23
Hungarian.....	26½	26½
Peppina Sweet Red Pepper.....	21½	21½
Pepper, Cayenne.....	10	11½
Red Pepper, No. 1.....	10	11½
Pepper, Black Aleppo.....	10	11½
Black Tellicherry.....	10½	12½
White Java Muntok.....	14	15½
White Singapore.....	13½	15
White Packers.....	14	14

SEEDS AND HERBS

	Ground for Whole Sausage.
Caraway Seed.....	10½ 12½
Celery Seed.....	21 26
Cominos Seed.....	16½ 18
Coriander Morocco Bleached.....	8 8½
Coriander Morocco Natural No. 1.....	6¼ 10¼
Mustard Seed, Cal. Yellow.....	8½ 9¼
American.....	25 30
Marjoram, French.....	11 14
Oregano.....	9 11
Sage, Dalmation Fancy.....	8¼ 10¼
Dalmation No. 1 Fancy.....	8¼ 10¼

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@28
Domestic rounds, 140 pack.....	@35
Export rounds, wide.....	@48
Export rounds, medium.....	@30
Export rounds, narrow.....	@37
No. 1 weasands.....	@04
No. 2 weasands.....	@02
No. 1 bungs.....	@09
No. 2 bungs.....	@06
Middles, regular.....	@35
Middles, select, wide, 2@2½ in. diam.....	@40
Middles, select, extra wide, 2½ in. and over.....	@70
Dried bladders:	
12-15 in. wide, flat.....	.85
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.50
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.50
Narrow, special, per 100 yds.....	2.45
Medium, regular.....	2.35
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.40
Export bungs.....	.29
Large prime bungs.....	.22
Medium prime bungs.....	.18
Small prime bungs.....	.10
Middles, per set.....	.18
Stomachs.....	.08
Cooperage:	
Ash pork barrels, black hoops.....	\$1.25 @1.27½
Ash pork barrels, galv. hoops.....	1.32½ @1.35
Oak pork barrels, black hoops.....	1.15 @1.17½
Small prime barrels, galv. hoops.....	1.22½ @1.25
White oak ham tierces.....	2.02½ @2.05
Red oak ham tierces.....	1.77½ @1.80
White oak lard tierces.....	1.57½ @1.60

COOPERAGE

Ash pork barrels, black hoops.....	\$1.25 @1.27½
Ash pork barrels, galv. hoops.....	1.32½ @1.35
Oak pork barrels, black hoops.....	1.15 @1.17½
Small prime barrels, galv. hoops.....	1.22½ @1.25
White oak ham tierces.....	2.02½ @2.05
Red oak ham tierces.....	1.77½ @1.80
White oak lard tierces.....	1.57½ @1.60

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good.....	\$10.25 @10.75
Steers, medium.....	8.75 @ 9.75
Bulls.....	6.00 down
Cows, common and medium.....	5.50 @ 6.50
Cows, cutter and low cutter.....	3.50 @ 5.00

LIVE CALVES

Vealers, choice.....	\$11.00 @13.00
Calves, good.....	7.50 @ 7.75
Calves, common.....	down to 4.00

LIVE LAMBS

Lambs, good and choice.....	\$11.50 @12.00
Lambs, common.....	7.50 @ 8.00

LIVE HOGS

Hogs, 184-lb. aver., desirable.....	\$ @ 9.75
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DRESSED BEEF

Choice, native, heavy.....	19 @20½
Choice, native, light.....	19 @20
Native, common to fair.....	17 @18½

Western Dressed Beef.

Native steers, 600 @ 800 lbs.....	18 @19
Native choice yearlings, 440 @ 600 lbs.....	17 @18
Good to choice heifers.....	16½ @17½
Good to choice cows.....	14½ @15½
Common to fair cows.....	13 @14
Fresh bologna bulls.....	11 @12

BEEF CUTS

	Western.	City.
No. 1 ribs.....	24 @26	25 @27
No. 2 ribs.....	21 @23	22 @24
No. 3 ribs.....	17 @20	18 @21
No. 1 loins.....	30 @32	32 @36
No. 2 loins.....	28 @28	28 @30
No. 3 loins.....	22 @24	22 @24
No. 1 hinds and ribs.....	21 @22	21 @24
No. 2 hinds and ribs.....	18 @20	18 @20
No. 1 rounds.....	17 @17	17 @17
No. 2 rounds.....	16 @16	16 @16
No. 3 rounds.....	15 @15	15 @15
No. 1 chucks.....	16 @18	16 @19
No. 2 chucks.....	15 @16	15 @16
No. 3 chucks.....	13 @14	14 @15
Bolognas.....	11 @12	11 @12
Rolls, reg. 6@8 lbs. avg.....	23 @25	23 @25
Rolls, reg. 4@6 lbs. avg.....	18 @20	18 @20
Tenderloins, 4@6 lbs. avg.....	50 @60	50 @60
Tenderloins, 5@6 lbs. avg.....	50 @60	50 @60
Shoulder clods.....	12 @14	12 @14

DRESSED VEAL

Good.....	18 @19
Medium.....	17 @18
Common.....	13 @15

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	19½ @20½
Lambs, good.....	18½ @19½
Lambs, medium.....	17½ @18½
Sheep, good.....	12 @13
Sheep, medium.....	9 @11

DRESSED HOGS

Hogs, good to choice.....	\$17.50 @18.00
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	23 @24
Pork tenderloins, fresh.....	35 @36
Pork tenderloins, frozen.....	30 @32
Shoulders, Western, 10@12 lbs. avg.....	18 @18½
Butts, boneless, Western.....	23 @24
Butts, regular, Western.....	20 @21
Hams, Western, fresh, 10@12 lbs. avg.....	22 @23
Picnic hams, Western, fresh, 6@8 lbs.....	18 @18
Average.....	17 @17
Pork trimmings, extra lean.....	20 @22
Pork trimmings, regular 50% lean.....	16 @17
Spareribs.....	17 @18

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	28 @29
Regular hams, 10@12 lbs. avg.....	28 @29
Regular hams, 12@14 lbs. avg.....	28 @29
Skinned hams, 10@12 lbs. avg.....	28 @29
Skinned hams, 12@14 lbs. avg.....	27½ @28½
Skinned hams, 16@18 lbs. avg.....	25 @26
Skinned hams, 18@20 lbs. avg.....	24 @25
Picnics, 4@6 lbs. avg.....	21 @22
Picnics, 6@8 lbs. avg.....	20 @21
City pickled bellies, 8@12 lbs. avg.....	24 @25
Bacon, boneless, Western.....	33 @34
Bacon, boneless, city.....	31 @32
Rollettes, 8@10 lbs. avg.....	21 @22
Beef tongue, light.....	21 @22
Beef tongue, heavy.....	24 @25

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	15c a pound
Mutton kidneys.....	4c each
Livers, beef.....	28c a pound
Oxtails.....	18c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT

Shop fat.....	@2.50 per cwt.
Breast fat.....	@3.25 per cwt.
Edible suet.....	@5.00 per cwt.
Inedible suet.....	@5.50 per cwt.

GREEN CALFSKINS

	5-9 0¼-12½	12½-14	14-18	18 up
Prime No. 1 veals.....	20 2.30	2.50	2.55	3.00
Prime No. 2 veals.....	19 2.15	2.35	2.40	2.75
Buttermilk No. 1.....	17 2.00	2.20	2.25	2.50
Buttermilk No. 2.....	16 1.90	2.10	2.15	2.40
Branded grubby.....	10 1.20	1.35	1.40	1.65
Number 3.....	10 1.20	1.35	1.40	1.65

BONES AND HOOFES

	Per ton.
Round shins, heavy.....	\$75.00
Flat shins, heavy.....	60.00
White hoofs.....	55.00
Black and striped hoofs.....	40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@32½	@32½
Creamery (91 score).....	31½ @32½	
Creamery firsts (88-89 score).....	30½ @30½	

EGGS.

Extra firsts.....	@30
Firsts, fresh.....	@29
Standards.....	28 @27½

LIVE POULTRY.

Fowls.....	11 @18½	16 @23
Chickens, light.....	16 @20	19 @24
Chickens, heavy.....	19 @20	20 @24
Turkeys.....	22 @27	21 @29
Ducks.....	10 @18	11 @19
Geese.....	12 @16	13 @18

DRESSED POULTRY.

Fryers, 31-42, fresh.....	@23½	@23½
Roasters, 43-54, fresh....	23½ @24	23½ @24
Roasters, 55 & up, fresh..	25½ @26½	26 @27
Fowls, 31-47	19½ @20½	19 @22
48-59	22 @23½	23 @24
60 and up.....	@24½	@25

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended Nov. 21, 1935:

	Nov. 15	16	18	19	20	21
Chicago.....	33 32½	32½	32½	32½	32½	32½
N. Y.....	34½ 33½	33½	33½	33½	33½	33½
Boston.....	35 34	34½	34½	34½	34½	34½
Phila.....	35½ 34½	34½	34½	34½	34½	34½
San Fran.....	35 34½	34½	35	35½	35½	35½

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	33	31½	32	32	32½	32½
--	----	-----	----	----	-----	-----

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1— 1935.
Chicago.....	21,743	23,319	35,515	2,947,509
N. Y.....	38,954	24,373	41,169	5,037,561
Boston.....	15,550	9,394	15,315	1,077,198
Phila.....	13,061	14,906	15,012	1,035,984
Total.....	89,908	71,992	107,314	8,098,262

Cold storage movement (lbs.):

	In Nov. 21.	Out Nov. 21.	On hand Nov. 22.	Same week day last year.
Chicago.....	19,259	617,388	34,033,317	30,017,567
N. Y.....	146,208	363,079	9,339,376	5,976,588
Boston.....	15,120	25,285	3,856,262	2,639,748
Phila.....	25,560	44,272	1,094,734	1,729,849
Total.....	206,147	1,050,024	49,223,689	40,363,262

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Salesman

Wanted, salesman to assist manager of small plant in southeast selling beef and pork. Must be free to move. Submit references and salary expected. W-174, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Man

Wanted, first-class packinghouse man to take charge of production in good going business. Will require \$2,500 investment. W-182, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sausage Foreman

Sausage foreman with wide practical experience manufacturing full line of high-class and medium-priced sausages and specialties, desires connection with live, independent firm. Long experience in both large and small plants. Can correct trouble. Furnish best references. W-151, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Now available, young German, with years of experience. Knowledge of almost all meat products and specialties. Know costs, curing, and cutting and can make quality product. Can make good looking, substantial No. 2 product from almost any material. Can handle labor. Interested in permanent position. First-class references. W-164, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Position wanted by superintendent who can operate plant profitably. Expert on operating costs, yields and quality control. Willing to go anywhere and available at once. W-173, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Experienced sausage foreman, 41 years old, is open for position with reliable packer. It will be to our mutual advantage for you to get in touch with me. Let me show you what I can do. W-180, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Have you ordered the new

MULTIPLE BINDER

for your 1935 copies of

THE NATIONAL PROVISIONER?

Equipment For Sale

Packinghouse Equipment for Sale

Item No.	Quantity	Article
41	1	No. 6 "BOSS" Silent Cutter, 43 in. bowl with 25-h.p. motor.
40	1	Mechanical Manufacturing Co. No. 291, size 60 Grinder with 15-h.p. motor.
38	1	No. 587 Anco Viscera table, 24 ft. 6 in. long, 4 ft. 6 in. high with nineteen 30-in. x 30-in. Monel Metal Pans.
36	1	4 ft. x 8 ft. direct expansion Anco lard roll with 7½-h.p. motor; also pump and draw-off line.
35	1	No. 50 Anco belly roller with 32-in. rolls and 8-h.p. motor.
34	1	Anco hog casing cleaning machine with 8-h.p. motor.
31	1	U. S. Bacon Slicer.
29	1	Steam jacketed cooking kettle, 40 in. diameter by 33 in. deep inside (40 lb. working pressure).
	1	Steam jacketed cooking kettle, 47 in. diameter by 33 in. deep inside. (40 lb. working pressure).
28	1	Double (steel) Sausage Cook Box, 8 ft. long by 45 in. wide by 33 in. deep with center partition and perforated steel counter weighted lids.
27	1	200 lb. Mechanical Air Stuffer.
26	2	400 lb. capacity Randall Stuffers.
25	1	No. 4 Hottmann Cutter and Mixer with flexible coupling ready for 50-h.p. 900 r.p.m. motor.
24	1	No. 4 Buffalo Mixer, 1,000 lb. capacity, with 10-h.p. motor.
22	1	No. 176 "BOSS" Grinder with tight and loose pulleys.
19	3	No. 362 Low Frame Friction Dropers with dropper hooks and housings.
18	3	Calf Head Holders.
17	3	No. 385 size 3 Beef Hoists.
16	1	"BOSS" Sr. Belly Roller with 2-h.p. motor.
14	1	No. 53 "BOSS" Regular "U" De-hairer with 20-h.p. motor, capacity 225 hogs per hour.
11	1	No. 172 "BOSS" Backfat Skinner, with 2-h.p. motor.
10	150	3-station, double-rod, double roller. Ham and Bacon Trees.
8	1	Steam Jacketed Lard Melting Kettle, 6 ft. 2 in. inside diameter by 45 in. deep inside, with agitator for pulley drive. (40-lb. working pressure).
	1	Lard Melting Kettle, same as above 5 ft. 0 in. inside diameter by 5 ft. 8 in. deep.
7	300	No. 6 "BOSS" Hog Trolleys.
	300	Wood hog gambrels.
6	2	6 ft. x 9 ft. prime steam tanks each with 12 inch screw type gate valve. 1—6x8 tank as above. 1—5x9 tank as above.
5	1	No. 610 "BOSS" 12-inch 15 plate filter press.
4	1	JB Grinder with fan and cyclone collector and 75-h.p. motor.
3	1	300-ton Anco No. 614 hydraulic press with steam hydraulic pump.
1	2	5 ft. x 10 ft. Laabs cookers, each with 25-h.p. motor, percolator and vacuum pump.

All the motors above for 60-cycle, 3-phase, 220-volt, alternating current, and include starters with overload and no voltage protection.

FB-126.

THE NATIONAL PROVISIONER,
407 S. Dearborn St., Chicago, Ill.

Take Advantage of this Page
of Opportunities.

Equipment Wanted

Air Stuffer

Wanted, used air stuffer 100-lb. capacity. Also small cutter and mixer, belt or motor drive. FS-181, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment For Sale

Equipment for Sale

1-Hottmann Cutter and Mixer, 1,000 lb. capacity; 1-Mitts & Merrill No. 1-CV Hog, direct-motor driven; 1-No. 156 belt-driven Enterprise Meat Chopper or Grinder; 1-Wannenwetsch 5 x 7 ft. Rendering Tank; 1-Allbright-Nell 4 x 8 ft. Lard Roll, arranged for motor drive; 2-Mechanical Mfg. Co. 4 x 9 ft. Lard Rolls; 5-Cooking Kettles. Miscellaneous: Dryers, Hammer Mills, Ice Machines, Boilers, Pumps, Filter Presses, etc.

What idle machinery have you for sale? Send us a list.

CONSOLIDATED
PRODUCTS CO., INC.

14-19 Park Row, New York, N. Y.

Miscellaneous Wanted

Pig Skin Strips Wanted

We will pay 8c delivered Chicago for any quantities of D. S. back strips, measuring 5 inches by 15 inches and over, suitable for tanning. Will buy for either immediate or later shipment. Telegraph or write us your offerings.

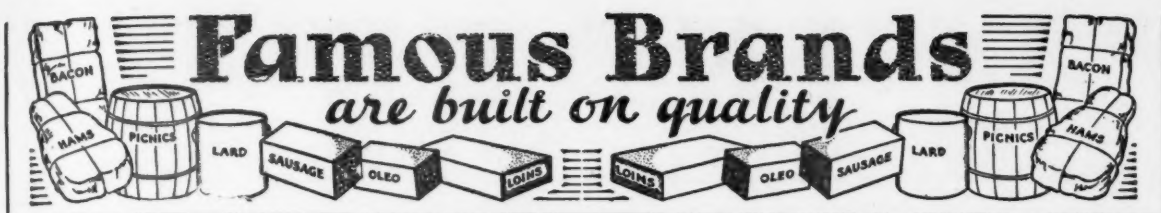
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Provision Brokers.

332 S. La Salle St., Chicago, Ill.

SELL Surplus Equipment

The classified columns of THE NATIONAL PROVISIONER offer a quick, resultful method of selling equipment you no longer need at negligible cost. Turn space-wasting old equipment into cash. List the items you wish to dispose of and send them in. THE NATIONAL PROVISIONER classified columns will find a buyer for them.



**BEEF • PORK • VEAL • MUTTON
CANNED FOODS**

HAMS • BACON • LARD • SAUSAGE

We specialize in carlot beef sales

JOHN MORRELL & CO.

General Offices: OTTUMWA, IOWA

Packing Plants: OTTUMWA, IOWA; SIOUX FALLS, SOUTH DAKOTA; TOPEKA, KANSAS



Philadelphia Scrapple a Specialty

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4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-409 West 13th Street

Hams
Bacon
Lard
Delicatessen

C. A. Durr Packing Co., Inc.
Utica, N. Y.
Manufacturers of



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FRANKFURTS

QUALITY Pork Products That SATISFY

LARD
DAISIES
SAUSAGES

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from the Land O'Corn

BLACK HAWK HAMS AND BACON

PORK • BEEF • VEAL • LAMB

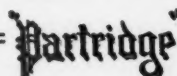
Straight and Mixed Cans of Packing House Products

THE RATH PACKING CO., WATERLOO, IOWA



**Liberty
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.



PORK PRODUCTS—SINCE 1876

The H. H. MEYER PACKING CO.

Cincinnati, Ohio

Paradise
Brand

Hams Bacon Lard

**The
Theurer-Norton Provision
Company**

CLEVELAND PACKERS OHIO

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PORK BEEF LAMB MUTTON VEAL

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"Reliable" Brand

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CHEESE — BUTTER — EGGS — POULTRY

A full line of Fresh Pork—Beef—Veal
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[[We Specialize in Straight
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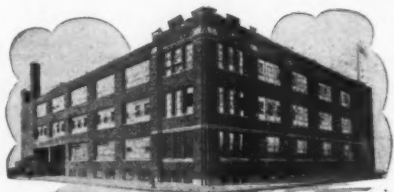
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Shurstitch Sewed Casings
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NEW YORK CITY
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PATTIE MACHINES

IMPROVE APPEARANCE OF PORK SAUSAGE PATTIES AND INCREASE PROFITS



No. 680

One of the most attractive ways of serving the popular breakfast dish, pork sausage, is in the form of sausage patties. When put up in a carton bearing your firm name, this product carries an advertising value that is far beyond the belief of those who have not tried it. ANCO Sausage Pattie Making Equipment produces firm and attractive patties in record time.



No. 681 SAUSAGE PATTIE TABLE is also used to form sausage meat into patties which do not require a casing. Operation is simple. The molds are filled with meat and leveled off by hand. The operator then pushes a lever, thus raising the plungers and bringing the bottoms of the patties flush with the top of the table so that they can be easily removed. Standard machine is made for 12 patties, and is adjustable so that the group of 12 weighs just one pound. Write for details and prices today.

WINTER DAYS ARE SAUSAGE DAYS

No. 680 PATTIE MACHINE can easily be attached to your Pneumatic Stuffer. When ready for operation, a sheet of oil paper is inserted and the lever pressed down; then it is released and the paper removed with the patties on it, ready for the carton. Four patties are made at one stroke.

To prevent the patties from sticking, the plungers are chambered for hot water which is supplied thru manifold and hose connections.

You will be proud to place your name on the carton containing the firm, sound patties which this machine produces.

THE ALLBRIGHT-NELL CO.

Eastern Office: 5323 S. Western Boulevard, Western Office:
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New York, N. Y. Chicago, Ill. San Francisco, Calif.

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Vigorous Suds

Particularly effective against packinghouse greases and stains is Pride Washing Powder. It is high in cleaning energy . . . Works equally well on metal, wood, stone, tile, brick or porcelain surfaces. Pride Washing Powder suds . . . hard-working, long-lasting, soapy . . . reduce the non-productive clean-up hours to a minimum. Pride is checked in our chemical laboratory. Tested in our own plant . . . Packed in 200-lb. barrels; 125-kegs; 25-lb. pails. No matter where your plant is located, there is a Swift agent near you.

SWIFT & COMPANY

Industrial Soap Department



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